The Garage and Motor Agent

February 26, 1931

Turn Talk: HEADS I WIN . . .

The Garage & Motor Agent

Vol. 74 (21)—No. 1941

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FOR STAFF _____ 19__ p. _____ Page 19 _____ 19__ p. _____

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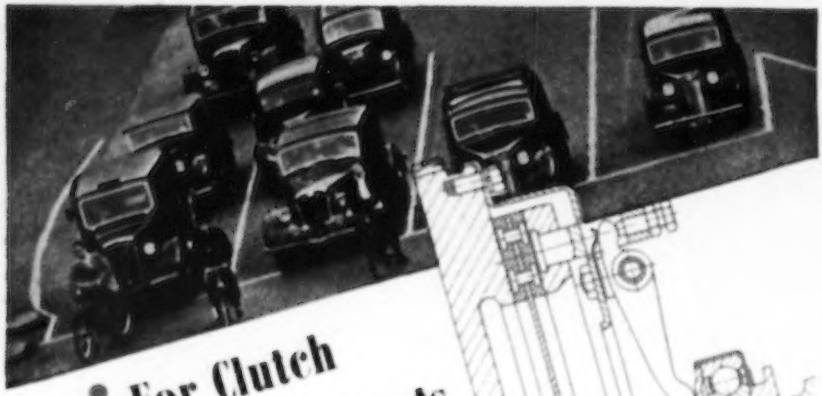

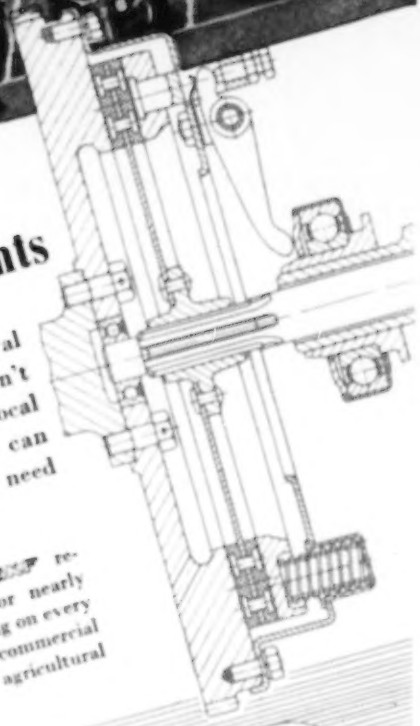

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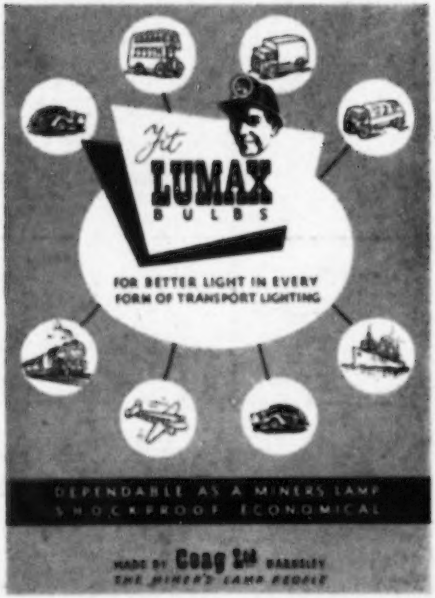

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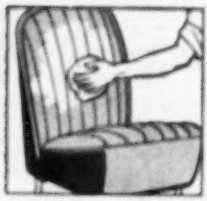

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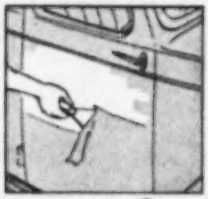

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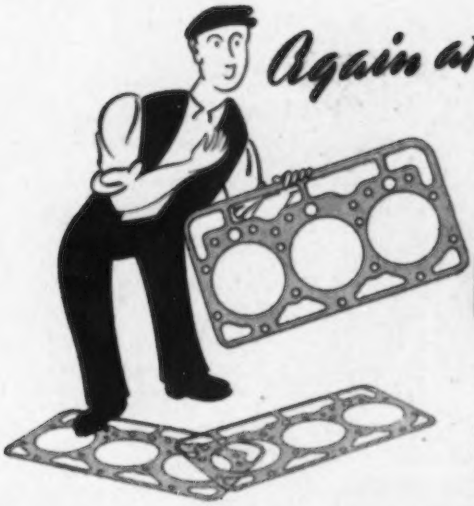

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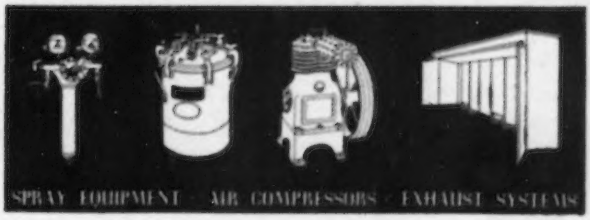

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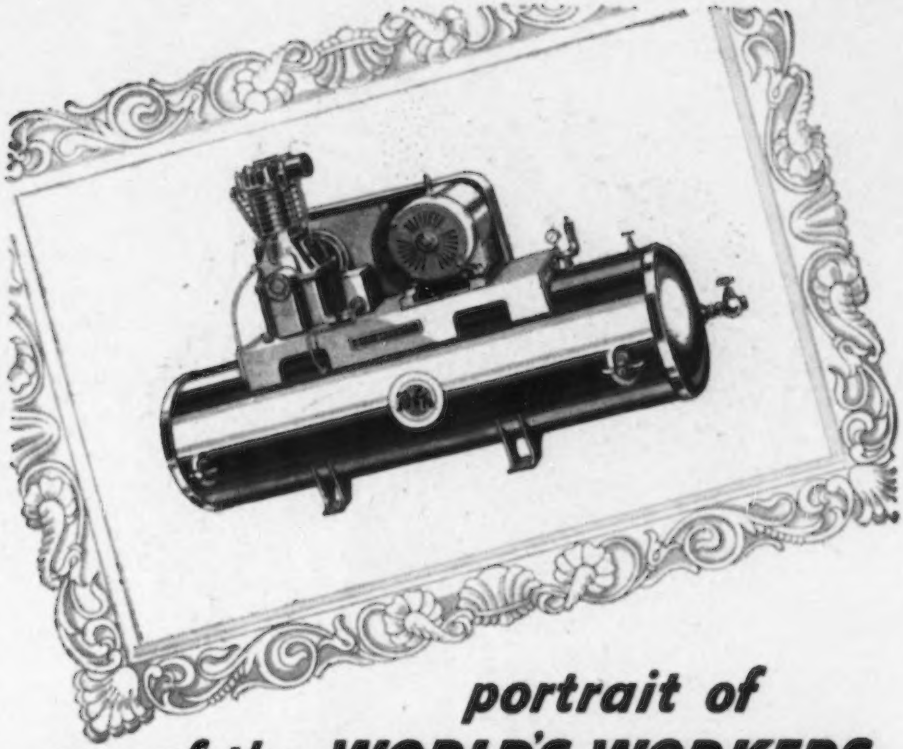

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The Garage & Motor Agent

Vol. 74 (21)—No. 1945

February 24th, 1951

THE INDEPENDENT AND PRACTICAL TRADE PAPER

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TERSE TALKS ON TRADE TOPICS : 1656th

Heads I Win . . .

"HEADS I win; tails you lose" is the description which fits the clause to be incorporated in the New-Car Distribution Scheme with the object of regularising the basis of remuneration on car orders which are outstanding at the time a firm changes its trading status.

The clause will provide (see Feb. 17th issue) that where a repairer is upgraded to dealer, any retail order which he introduced as a repairer, to a distributor or dealer with trade rights, shall still be subject to his original introductory commission of 5 per cent. Fair enough.

But what happens when a dealer is downgraded to repairer? In this case, the clause says, any outstanding orders with distributors or dealers with trade rights shall also be treated as retail orders, qualifying only for the introductory commission of five per cent. Is *that* fair enough?

It seems unnecessary to emphasise the point that if it is right and proper for an upgraded repairer to be rewarded for outstanding orders according to his status at the time when the orders were placed by him, then it is equally right that a downgraded dealer should receive similar treatment. But the clause shows that our emphasis is most necessary. On the proposed new basis, distributors and dealers with trade rights will be getting the advantage both ways.

Granted, there is a proviso to the effect that a manufacturer can exercise his discretion and authorise such outstanding orders from erstwhile dealers to be executed as trade orders. But even if 99 per cent. of manufacturers used their discretion in favour of the downgraded dealers, it would still be unfair to the remaining one per cent.

We are aware that in this instance we are speaking for a small minority of members of the motor trade. Large numbers of dealers do not get downgraded. But we feel that in fairness to the exceptions, this protest should be made. The clause should be amended.

Editor

WHAT DO *YOU* THINK ABOUT IT?

Another Garage-Built

"G. and M.A." reader describes a rig capable of handling a wide range of units

In a recent letter in "Motor Trade Parliament," a request was made by "Ulsterman" for information on making an engine test-bed, and in "The G. and M.A." of January 20th, our contributor, E. T. Lawson Helme, A.M.A.E.T., A.M.I.M.I., described the construction of a Prony brake rig in an article "Building a Dynamometer for Small-engine Tests."

We now print the following article from a reader, giving more practical guidance on the subject of garage-built dynamometers:—

Water-cooled drum

ERRATIC dynamometer readings are obtained with a solid or air-cooled drum, due to variations of friction with the change in temperatures which take place. To reduce this as much as possible the drum should be water cooled.

This cooling should be arranged by having two bearings widely spaced on the engine side to give adequate support to the drum (Ball-bearing plummer blocks are now obtainable in a wide range of sizes. If desired, they can have self-aligning races, provided with felt oil seals, the inner bore having a split sleeve which, by tightening up a nut, contracts on to the shaft and obviates the need for a drive fit, keying or clamping with a shoulder and nut to secure and locate).

The drum, which would be hollow and enclosed, could have a hole in the rear vertical face farthest from the engine, bored to take a standard-size Burtonwood oil seal. This makes a watertight joint for a fixed tube to provide a water outlet. The tube would carry another smaller tube—or even a rubber hose—by which the water would enter, thus providing a proper circulation of cooling water (Fig. 1).

Reducing "snatch"

Provision of a spring on either, or both, of the clamping bolt and load adjuster which draw the two shoes together in Fig. 3 of Mr. Lawson Helme's article would give a more constant pressure, and compensate for wear, as well as reducing the "snatch" to which frictional type dynamometers are prone.

Instead of the balance, a long arm of, say, six feet—if "Ulsterman" has room—could be used. This should be graduated and have notches cut in on the top edge at the graduations so as to locate a vee chisel pointed block carrying the weight pan (as on many weighing machines).

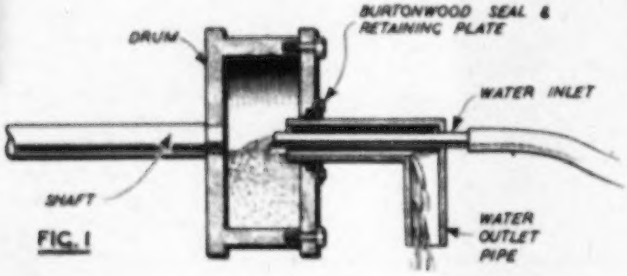

FIG. 1

Two stops should be provided, one on each side of the arm (Fig. 2), and when the arm floats between them readings are taken of R.P.M. weight and distance, and from them the B.H.P. calculated.

Reason for sug-

Engine-Power Tester

gesting this arrangement is that it enables a wide range of sizes of engines to be dealt with, and a fine degree of adjustment obtained, as both the length and weight can be varied.

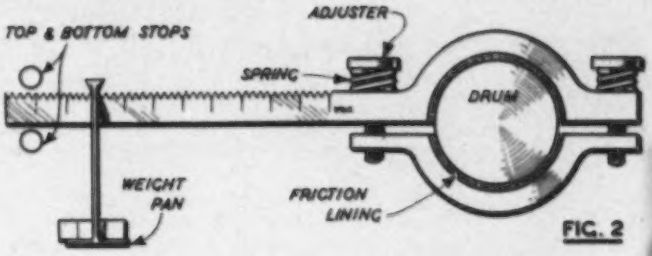

FIG. 2

With limited equipment and money it is advantageous initially to give the greatest scope; also, it may be found that a required weight is not available, and that by altering the length of attachment the existing weights can be used.

Consider it this way: the standard formula is B.H.P. $= \frac{T \times N}{5{,}250}$ where T = torque, and N = R.P.M, but the torque T equals the length in feet times the weight W in lbs. Therefore B.H.P. can be written as $\frac{L \times W \times N}{5{,}250}$

If total weights available amounted to 50 lbs., this weight at six feet would

By V. A. FOX,
Depot Manager,
Central Garage, Bangor

enable even commercial vehicle diesel engines to be tested, e.g., at 2,000 R.P.M.

$$\frac{6 \times 50 \times 2{,}000}{5{,}250} = 114.2 \text{ B.H.P.}$$

(A Gardner 6LW, 8.37-litre develops 102 B.H.P. at 1,700 R.P.M.).

On the other hand, a smaller engine of the type quoted by Mr. Lawson Helme, developing 19.05 B.H.P., could be tested. The torque given by him as 50 ft. lbs. = a 10 lb. weight at five feet.

By marking the arm in feet, and sub-dividing each foot into hundredths (instead of inches) calculations would be more easy to make, and to take readings; also adjustments could easily be made by sliding the weight along the arm until point of balance is obtained.

Damping is advisable

Hydraulic or electric dynamometers are far more satisfactory in operation, and do not suffer from the erratic action of the friction type. To overcome some of the erratic action, a form of damping is advantageous. This could be either hydraulic or pneumatic, with a piston displacing oil or air through an orifice, the size of which could be varied to suit the amount of damping required.

As there is always plenty to do when taking B.H.P. figures, the layout could be arranged so that when the arm ceased to float and came in contact with the stops, lamps would light. Differently coloured bulbs would show which stop it had come in contact with.

If there is trouble in carrying out calculations, it might be of help to make the arm a standard length and vary the weights only. Messrs. Heenan and Froude, Ltd., the dynamometer manufacturers, have used this

method, and the horsepower calculated by a simple formula: Brake horsepower $= \frac{WN}{K}$ where W = load at end of arm in lbs., N = revs per minute, and K = a constant.

As explained by Mr. Lawson Helme, with the Prony brake B.H.P. $= \frac{W.2\pi LN}{33,000}$ if the arm is a constant length (L), then $\frac{2\pi L}{33,000} = \frac{1}{K}$

With the length of the arm 5 feet 3.1/40 inches as used for the Froude dynamometer, this equals 5.252 feet;

$$\text{then } \frac{1}{K} = \frac{2\pi 5.252}{33,000} = \frac{1}{1,000}$$

$$\text{or } K = 1,000.$$

Thus by multiplying the weight in lbs. by the revolutions per minute and dividing by a thousand—which is only a matter of moving the decimal point—the brake horsepower figure is easily obtained when using this length arm.

It is advisable to realise that B.H.P. figures in themselves are not necessarily the most and only important figures to obtain. Fuel consumption in pints per B.H.P. are equally important from the point of giving satisfaction to customers.

An engine may be made to give greater power by increasing its fuel consumption, but, although having plenty of power on the road, the vehicle would not please the average owner who had to foot the fuel bill; conversely, an engine can be cut so fine to achieve economy that it will not pull the skin off the proverbial rice pudding!

Obviously, the most efficient engine is the one which uses the minimum of fuel while giving a required brake horsepower.

If t = time in seconds to consume 1 pint of fuel, then, pints of fuel per B.H.P. hour $= \frac{900}{t \times \text{B.H.P.}}$

Any readers who have other points they would like cleared up are invited to write to me care of "The G. and M.A."

S. Africa Fix Garage Repair Charges

Price control regulation

MAXIMUM charges for certain garage services in South Africa have been fixed by a regulation issued by the Price Controller in Pretoria.

A dozen big towns are named in which repair services on motor vehicles may be charged for at the rate of 15s. an hour. In all other areas the rate is 12s. 6d. an hour.

These fixed rates apply for such services as dismantling, assembling, adjusting, overhauling, wiring, paint-spraying and the installation of radios. Repairs to engines and electrical equipment are also included.

But the scale of fixed charges will not apply to any work carried out by power-driven machines. Maximum charges are also fixed for washing, polishing, puncture repairs, changing of wheels, changing of tyres and chassis lubrication.

New rates have been fixed for breakdown and towing services. These charges vary, depending on whether the work is done during normal working hours, after hours or on a Sunday.

Garages will be required to issue invoices showing details of the work done, together with particulars of the vehicle, and the prices charged for all parts or materials supplied.

They will also be required to maintain adequate records to show how they arrived at these charges. These records will include a job card, filled in by the mechanic, showing the nature of the work done, the time spent on each job, and the total time spent on the work.—B.U.P.

:: :: **Chemical Paint Strippers.**—An interesting article on the use of chemical strippers for painted surfaces is featured in the January issue of "Building Topics," house organ of Tretol, Ltd. This survey deals with the particular advantages of chemical strippers. Copies of "Building Topics" can be obtained free of charge from Tretol, Ltd., 12-14, North End Road, London, N.W.11.

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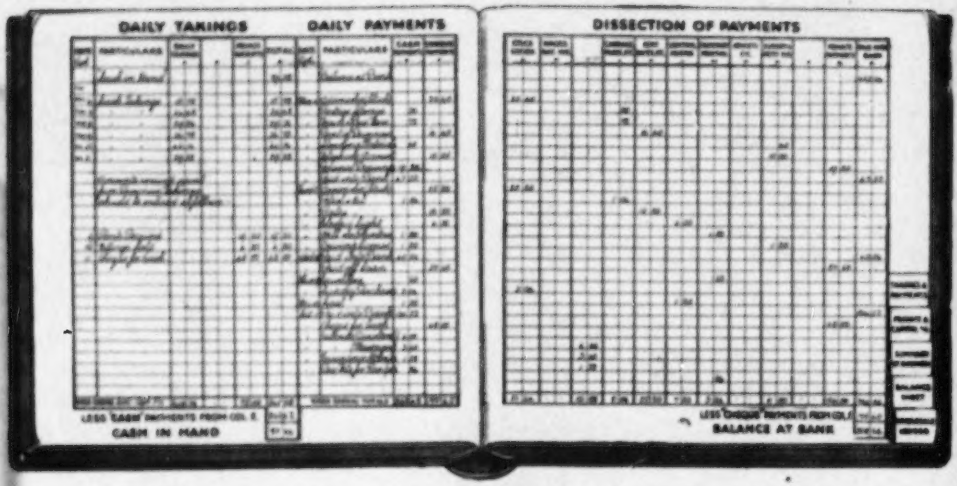
"How-to-do-it" Account



Since this block was made, the "All-in-one" account book has been slightly modified, some alteration in the columns and the omission of the Wholesale Ledger section being the major changes.

Simple "All-in-one" system which instructs the user in the principles of accountancy

Used by a reader

IN our Motor Trade Parliament this week a reader, replying to another reader's request for advice on book-keeping, mentions a system which he has used with complete satisfaction for over 20 years.

The system is known as the "All-in-one" business account book and, as its name suggests and our reader shows, it considerably simplifies the task of book-keeping by reducing the number of books to be kept to a minimum.

In addition, the "All-in-one" enables a clear and complete statement of transactions to be maintained in the simplest form, and permits a trading and profit-and-loss account to be drawn up at any time to reveal in detail the profits made or the losses incurred.

Designed to cover one year's accounts, the book is arranged so that one page is provided for each week's receipts and payments, the receipts side being ruled two columns for business and one for private and other takings The available cash and bank balances are shown weekly on these pages.

On the opposite page as the book is opened out is provision for dissection of payments, giving the necessary double-entry for self-checking.

At the end of every week totals from these pages are carried to the "Weekly summary" pages, where the figures are automatically balanced and proved.

Pages are included in the book for compiling the annual trading and profit-and-loss account. This is fully detailed, to show the true nett profit

Book for Small Firms

or loss. On the opposite page is the balance sheet, and an excellent feature of this section is that each item is keyed. That is to say, the source of the figures for each entry is clearly indicated, and instructions are given for transferring the relevant items from profit-and-loss account to balance sheet. A duplicate set of these pages can be filled in and removed from the book for sending to the income-tax authorities.

Clear instructions

It is true to say that any normally intelligent person, even with no previous experience of drawing up a profit-and-loss account or a balance sheet, should be able to do so after studying the clear instructions in this section. That is also true of the book as a whole, for sample pages of the general accounts section are included in which specimen entries for one week are given and explained in a way that makes it unnecessary for the user to have any great prior knowledge of book-keeping.

The book is completed by two pages of advice which are a mine of practical information on such points as "If cash in hand fails to agree," "If figures in weekly summary fail to balance," "Overdraft from bank," "Hire-p. transactions" and so on.

To users of their system, the publishers, "All-in-one" Business Books Ltd., offer a free advice service whereby they undertake to answer any questions relating to book-keeping and income-tax problems. If necessary they will also audit the user's accounts and deal with the tax authorities in settling the tax liability, for a fee of usually ten guineas per annum for each business.

The "All-in-one" account book is priced at 15s. 6d. post free, and arrangements have been made for readers of "The G. and M.A." to obtain supplies from our Publishing Department at 62, Doughty Street, London, W.C.1. As with our Business Aids for the Motor Trade, our terms are cash with order unless a ledger account has been opened.

Increased Rates: Who Pays?

Typical query

We have received this week an inquiry which is so typical of many in what may be called the "tax and rate" class that question and answer are printed below, in the hope that they will help others:—

Q.—I have these premises on a three-year lease. I pay the rates, but there is nothing in writing about it. The amount of the rates has recently been raised, which comes as a burden on me in view of the fact that, some little time ago, I, with the landlord's consent, spent a fair sum of money on the property. Can I pass on the increase, or at least some of it, to the landlord? Again, supposing my assessment to **tax** is raised also, respecting the property, can I call on the landlord to pay part of such increase?

A.—The lease does not refer to rates, but the lessee pays them, so that there is a tacit agreement that he is responsible. It seems probable that the "fair sum of money spent on the property," which we take to mean rebuilding or structural work, brings about the raised assessment, the rating authority holding that lettable value has been increased. It is a point for tenants generally that where such improvements or alterations are put in hand they should anticipate the likelihood of raised assessment and try to arrange an understanding with the landlord. As it is, the burden falls on the tenant. Regarding **tax**, under Schedule A a tenant has the right to deduct from the rent he pays an amount of tax which is relative to that rent, and no more.—M. H.

Sir Allan Gordon-Smith, K.B.E., D.L.

An appreciation by Director C. W. Nichols, of Smiths Motor Accessories, Ltd.

"Boundless enthusiasm"

I WAS privileged to know Sir Allan as a colleague and friend over a period of fifty happy years, writes Director Charles W. Nichols, of Smiths Motor Accessories, Ltd.

As a youth of 24, he managed his father's watch, clock and jewellery business at 9, Strand.

When the first Smith speedometer was produced in 1904, this lad, whose enthusiasm knew no bounds, was of opinion that the only vehicle deserving of such an important instrument was H.M. King Edward VII's Mercedes, on which it was duly installed. Young Gordon Smith could foresee unlimited possibilities for the motor accessory industry, but because the speedometer was an expensive instrument, and motor car production then quite small, progress was necessarily slow for the first few years.

In the summer of 1914, S. Smith and Son became a public company and world war I saw a big change in its development. Gordon Smith put his whole heart into the war effort, and acquired Cricklewood Works, where aviation instruments, fuses and the like were manufactured.

Due to his foresight, drive and initiative, from the "acorn" planted in 1904 grew the present huge Smiths of England edifice.

During world war II he served in the Ministry of Aircraft Production in the capacity of Controller of Construction and Regional Services first under Lord Beaverbrook and later Sir Stafford Cripps.

On handing over the reins as Managing Director of Smiths three years since to his son, Ralph Gordon-Smith, I hoped that he would relax and enjoy the fruits of his well-earned labours. But no—he insisted on making a personal business trip to Canada, America and Australia!

The health warnings he received went unheeded and his great energy and capacity for hard work have now taken their toll of this great-hearted and lovable leader of industry.

He was an inspiration to those of us who were privileged to know and be associated with him, and his kindly influence remains a lasting memory of his greatness.

Sympathy is extended to Lady Gordon-Smith—who, incidentally, contributed in no small measure to Sir Allan's success—theirs was a truly happy partnership, to their very worthy son, Ralph, who fills the post of Managing Director with poise and dignity, in the best traditions of his father, also to their three daughters.

EDINBURGH CONFERENCE.—A conference in Edinburgh sponsored by the AC-Sphinx Spark Plug Co., was attended by all branch managers and service and parts managers of S.M.T. Sales and Service, Ltd., whose Director and General Manager, C. Cambage, presided. The programme covered sales and technical aspects of all AC products, particularly plugs and oil filters. Picture on left shows Mr. Cambage with AC-Sphinx Director of Sales G. W. Baker (right). The other picture shows some of those at the conference.

All that's best in Britain...

The lonely figure of the shepherd against the skyline . . . obedient to his whistle his dogs dart to bring the remaining stragglers of his flock into the fold . . . this superb understanding between man and dog is a secret handed down from father to son through generations, as is the craftsmanship that goes into the products of the Standard Motor Company, representing as they do in every detail of their design · all that's best in Britain.'

The Triumph Mayflower

Manufactured by
The Triumph Motor Company (1945) Ltd., Coventry
A subsidiary of the Standard Motor Co. Ltd
London: 33, Davies Street, Grosvenor Square, W.1
Telephone: MAYfair 5011.

TRIUMPH CARS · STANDARD CARS · STANDARD COMMERCIAL VEHICLES · FERGUSON TRACTORS

GARAGE SERVICE EQUIPMENT

Self-Blowing Gas Torch

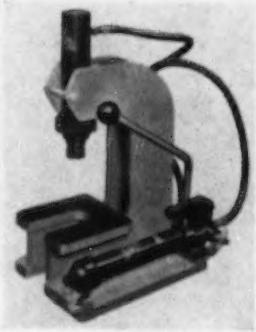
DESIGNED to produce an intensely hot flame from coal-gas without the aid of compressed air, the Bullfinch self-blowing gas torch is suitable for all brazing, silver soldering and sweating operations. The torch produces a flame temperature in excess of 1,450 deg. centigrade—2,600 deg. Fahrenheit. Manufactured by Rainsford and Lynes, Ltd., Emily Street, Birmingham, 12, the Bullfinch torch is supplied in an attractive box complete with detachable stand and retails at £3 5s.

Five-Ton Arbor Press

LATEST accessory for the Hydroram repair kit manufactured by Chamberlain Industries, Ltd., of Staffa Road, Leyton, E.10, is a five-ton hydraulically operated arbor press. The standard Hydroram pump and ram unit can be speedily fitted to provide the source of power.

Robustly constructed of mild steel, the press is claimed to be suitable for handling all classes of light assembly work, including bending, straightening, clamping and shearing. The design is neat and compact, and provision is made for fitting special tools to the accurately machined work table. The base of the press is provided with fixing holes for bolting the press rigidly to a work bench or table.

Maximum load provided by the press is five tons, and it has a maximum ram stroke of six inches, the ram travel per stroke being 1-16 in. Overall dimensions of the press are 21 ins. x 14 ins. x 11 ins., and its work table has an area of 7½ sq. ins. Daylight opening measures 6½ ins.



New Variable Transformer Range

THIS new range of Philips variable transformers is very suitable for regulating the intensity of illumination of shop windows. They are made in ten different types, varying in output from 130VA to 2,080VA.

Those having a capacity of 130-520AV are housed in a Philite casing, while the heavier types have a metal casing. With these transformers a secondary voltage is available, variable from 0v to 20 per cent. above the nominal primary voltage. The transformers are made by Philips Electrical, Ltd., Century House, Shaftesbury Avenue, London, W.C.2.

Plug-in Motor Starter

CONTAINING in one unit forward, reverse and stop buttons, isolator unit, fuses and overloads, this new reversing starter is suitable for motors from ¼ to 7½ h.p., at from 200 to 440 volts and from 0.25 to 11 amps.

By using the EGA plug-in principle the complete working unit can be withdrawn in a few seconds if required by removing four screws. This is made possible by mounting the whole mechanism of the starter on the cover. The starter unit is manufactured by Ega Electric, Ltd., Wednesbury, Staffordshire, while the very complicated plastic base with its many metal inserts is made by Lorival Plastics. The whole unit is compactly housed in a neat metal case.

GARAGE SERVICE EQUIPMENT

3/8 in. Drilling Machine

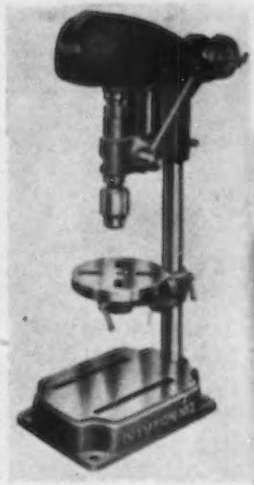
DESIGNED for various duties, the new and improved Champion No. 2 drilling machine has a capacity of ⅜in. The head is arranged on the rise and fall principle, and is held on the column at any desired position by means of a clamp.

The spindle has a travel of two inches and is mounted on suitable races. It is provided with a quick return spring and will take a drill chuck. Diameter of the table is 5½in. It is slotted and the face ground, and it can be canted to 90 degrees in either direction. Being of circular shape, the table may be revolved and, if desired, it can be swung clear, thus enabling work to be carried out on the machine base.

A 1¼in. diameter column 18½in. high carries the head and table, while the base, which is slotted and ground all over, has a working surface measuring 6½ x 7in. and an overall measurement of 7 x 10in. Centre distance of the bolt holes in the base is 8⅛ x 5⅝in.

The No. 2 machine is arranged for a four-step rope drive, and when adapted to a motor running at 1,400 r.p.m. fitted with a four-step pulley having outside diameters of two inches, three inches, four inches and five inches, the machine will run at 420, 1,000, 2,000 and 3,700 r.p.m.

The new machine is made by B. Elliott and Co., Ltd., Victoria Works, Willesden, London, N.W.10, who also produce a No. 1 drilling machine with a capacity of ¼in. and a No. 3 machine with a ½in. capacity.



Four-step pulley of the machine is protected by a streamlined housing.

Pocket Ignition Pliers

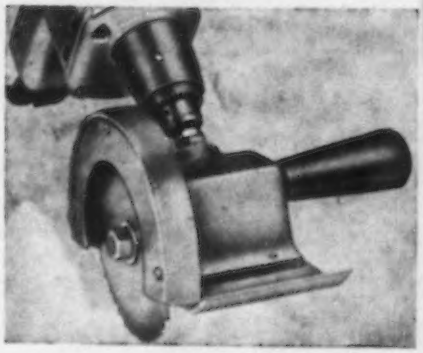
MUCH time should be saved by these 4½in. midget pliers specially designed for ignition jobs by Gordon Tools, Ltd., Assam Works, Rockingham Street, Sheffield. A small plastic wallet is supplied with the pliers, thus enabling them to be carried in the pocket.

Circular Saw Attachment

FOR use with any portable electric or pneumatic drill giving a speed of 1,200-2,800 r.p.m., the Kingsbourne circular saw attachment has a four inch carbon steel circular saw blade giving a 1¼in. depth of cut and enabling thicknesses up to 2½in. to be handled.

To attach the circular saw to the drill, the spindle is inserted in the chuck of the drill and the safety strap round the body of the drill is adjusted.

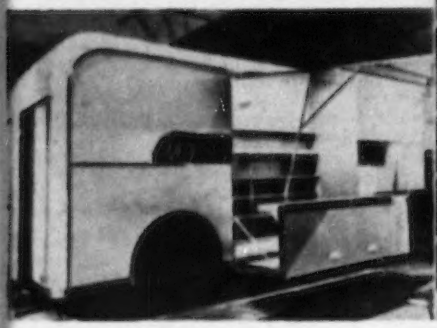
Robustly constructed, this drill attachment is made by Kingsbourne Products, Ltd., 3, Eagle Street, Holborn, London, W.C.1. The bearings are self-lubricating and the gears of high grade steel.

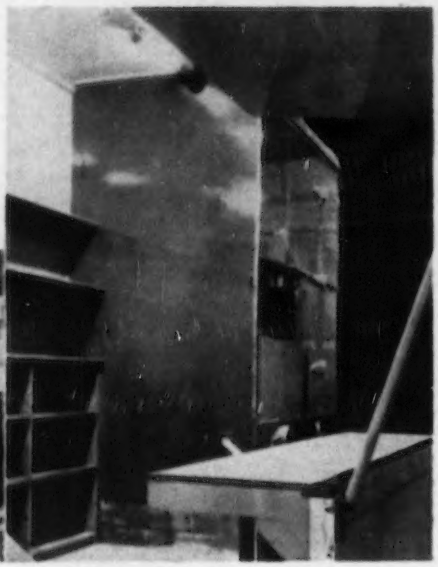


Fluorescent-Lit Vehicles

Achievement with Ericsson vibrator converter and Mazda equipment

On the right is seen the lighting over the buffet counter. Below is a general view of the vehicle.





Services' experience

EXTENSIVE investigations carried out over a considerable period of time by Ericsson Telephones, Ltd., have been concerned with the practicability of using vibrators for conversion from DC to AC for fluorescent lighting power supply, with the object of providing at a competitive price a high efficiency conversion unit having long life and reliability.

To this end, use has been made of experience gained in the production of a vibrator which satisfied the Grade I specification of the Services, and which is the only vibrator in the world in this high category. It is sealed and fully tropicalised.

In the later developments, Ericssons collaborated with the British Thomson-Houston Co., Ltd. This co-operation, it was felt, would ensure that the operation of the equipment as a whole would be satisfactory, since the specialised knowledge of both companies would be brought to bear in a common project.

As a result, several examples of this form of lighting in road vehicles are to be found in various parts of the country, one instance being an interesting mobile licensed buffet made by J. H. Sparshatt and Sons (Portsmouth), Ltd.

The whole of the buffet is lit from a single vibrator power pack, the conversion efficiency of which is over 75 per cent. Its total weight is under 20lb. and the overall dimensions are 12¼in. long x 4¼in. wide x 7in. high. The only part of the entire conversion unit likely to wear out during the normal life of the vehicle is the vibrator, and this is plugged in so that replacement is easy and servicing inexpensive.

Advantages claimed

There are eight lighting fittings housing standard Mazda 15 watt 1¼ft. fluorescent lamps, the auxiliary gear being mounted in two small compartments. The normal operating frequency of the vibrator is 110 cycles, and a resonant start circuit is used to strike the lamps without the aid of thermal or glow starter switches.

An example of this type of installation as applied to passenger transport vehicles is seen in the conversion from tungsten to fluorescent lighting in a city service double-deck bus, and the following advan-

CLEVELAND
GUARANTEED
CLEVECOL
SERVICE TELLS
"My experience confirms their claim to be specialists in the distribution of Petrols through the Trade."
says Mr. Dealer.
SERVICE

tages are claimed:—(1) Drain on the battery is reduced from 24 amps to 16.5 amps; (2) Average level of illumination on the upper deck as measured at the normal reading position of a seated passenger is increased by 300 per cent., and that on the lower deck by 400 per cent.; (3) A more even level of illumination, with greatly reduced glare, is obtained throughout the vehicle.

An additional feature in other installations is the ability to operate lamps of different wattages simultaneously from the same conversion unit.

High conversion efficiency, relatively long life of the vibrators, and the ease with which they may be replaced, coupled with the overall economy are all factors which should commend such a method of vehicle lighting.

Learning the Trade in S. Devon

Shown here are two views of the well-equipped workshops at the Technical College. The pictures also give an idea of the good layout and the excellent natural lighting provided for day classes.

Garagists back Torquay Technical College £6,000 workshop

Day and night classes

TECHNICAL instruction for apprentices in the motor trade in South Devon took a big step forward with the opening of a new and well-equipped workshop, designed and operated for this purpose, at the South Devon Technical College, Torquay. Opening was by Councillor Phil Read, Torquay garagist, last September.

The motor trade co-operate by allowing their apprentices to attend the classes provided. So good is this co-operation that three full classes of part-time release and two evening classes are in operation. There are 74 students from 38 firms availing themselves of the facilities.

This new workshop, which, with its equipment, has cost in the region of £6,000 and was erected by the Devon County Council, consists of a large workshop, a classroom and a storeroom.

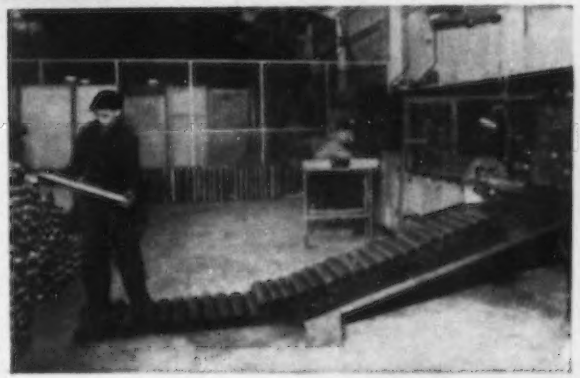
The equipment includes four live engines, one being a diesel, together with various motor parts, for experiment and demonstration. There is a hydraulic press, valve refacer, cylinder boring bar, and other equipment, together with a comprehensive range of tools for the training of the students throughout the course for the National Craftsman's Certificate.

Tecalemit, Ltd., Group profits, after tax, for the year ended July 31st last £124,699, against £85,580 the previous year. Tax £68,406 (£36,636). Final ordinary dividend 9 per cent., making 12 per cent. on capital increased.

NUFFIELD NEWS TOPICS

ONE FROM THE STOLP EVERY 6 SECONDS

The new "Stolp" silencer-body forming machine at Nuffield's Llanelly works is the first of its kind in production, another example of Nuffield leadership in car-engineering. It delivers a stream of complete silencer-bodies in 18 gauge steel up to 4′ 6″ long at the rate of one every 6 seconds. Whatever may hold up cars for the home market, it won't be silencers!



A general view of the apparatus showing the stream of bodies being inspected and piled ready for fitting.

NUFFIELD ORGANIZATION

MORRIS · WOLSELEY · RILEY MG MORRIS-COMMERCIAL
NUFFIELD UNIVERSAL TRACTORS · MORRIS MARINE AND INDUSTRIAL ENGINES
S.U. CARBURETTERS

NUFFIELD PRODUCTS

The Garage & Motor Agent Used-Car Market Report

DIGEST of prices quoted in trade and private advertisements of used-cars FOR SALE appearing in current issues of public motoring journals and representative national and provincial newspapers. In each case the figure given is the nearest "popular" average, i.e., the MAJORITY, NOT the arithmetical average.

Prices in right-hand column, in £'s.

C—Coupe
F—4 or 5 seat Tourer.
L—Limousine.
T—2 or 3 seat Tourer.
S—Saloon.
U—Utility.

A.C.

36	S	16 h.p.	300
36	S	16 h.p.	325
36	C	16 h.p.	340
37	T	16-80	430
37	S	16 h.p.	375
37	F	16-80	425
37	C	16 h.p.	450
38	T	16-80 h.p.	325
38	F	16-80	550
48	S	2-litre	1122
49	S	2-litre	1225
50	U	2-litre	850

ALFA-ROMEO

30	C	1½-litre	275
32	T	1½-litre	395
36	F	2.3-litre	575
36	T	2.3-litre	675
39	S	2.3-litre	1500

ALLARD

47	C	30 h.p.	795
48	U	30 h.p.	700
48	C	30 h.p.	795
48	F	30 h.p.	850
48	T	30 h.p.	740
48	S	30 h.p.	875
49	T	30 h.p.	867
49	C	30 h.p.	1150
49	F	30 h.p.	1095
49	S	30 h.p.	1095
50	S	30 h.p.	1200

ALVIS

36	S	14 h.p.	295
36	S	14 h.p.	395
38	S	14 h.p.	550
39	C	14 h.p.	650
47	S	14 h.p.	1005
48	C	14 h.p.	1136
48	S	14 h.p.	1200
49	S	14 h.p.	1487
49	C	14 h.p.	1350
36	S	S.Eagle	395
37	S	S.S. Crest	440
37	S	17 h.p.	565
35	F	Sp. 20 h.p.	325
36	S	Sp. 20 h.p.	342
36	S	Sp. 20 h.p.	370
37	S	Sp. 25 h.p.	395
37	T	Sp. 25 h.p.	420
37	C	Sp. 25 h.p.	465
38	F	Sp. 25 h.p.	575
38	C	Sp. 25 h.p.	595
38	S	Sp. 25 h.p.	625
39	T	Sp. 25 h.p.	675
39	S	Sp. 25 h.p.	795
37	S	3.4-litre	575
38	S	4.3-litre	695
38	C	4.3-litre	675
39	S	4.3-litre	795
39	C	4.3-litre	825

ARMSTRONG SIDDELEY

35	C	12 h.p.	150
35	S	12 h.p.	200
36	S	14 h.p.	255
37	S	14 h.p.	310
38	S	14 h.p.	367
39	S	16 h.p.	495
46	C	Hurricane	770
46	S	Lancaster	825
47	C	Hurricane	855
47	S	Typhoon	875
47	S	Lancaster	882
48	C	Hurricane	950
48	S	Typhoon	1150
48	S	Lancaster	1195
49	S	Typhoon	1295
49	C	Hurricane	1250
49	S	Lancaster	1375
50	S	Lancaster	1525
35	S	17 h.p.	145
36	S	17 h.p.	250
36	L	17 h.p.	295
36	C	17 h.p.	375
37	S	17 h.p.	545
37	L	17 h.p.	630
38	S	17 h.p.	570
39	S	17 h.p.	645
39	L	17 h.p.	645
40	S	17 h.p.	675
40	L	17 h.p.	695
37	S	20 h.p.	450
37	S	25 h.p.	395
38	S	25 h.p.	550
38	L	25 h.p.	680
39	S	25 h.p.	750
39	L	25 h.p.	695
37	L	30 h.p.	625
37	F	30 h.p.	850

ASTON MARTIN

33	F	1½-litre	320
34	T	1½-litre	385
35	T	1½-litre	410
36	T	1½-litre	425
36	F	1½-litre	440
36	S	1½-litre	495
37	T	2-litre	500
38	S	2-litre	695
38	T	2-litre	595
39	C	2-litre	850
39	T	2-litre	805
49	S	DB2	1295

AUBURN

37	C	30 h.p.	350

AUSTIN

35	T	7 h.p.	175
35	F	7 h.p.	185
35	S	7 h.p.	165
36	T	7 h.p.	180
36	S	7 h.p.	185
37	T	7 h.p.	195
37	S	7 h.p.	190
38	T	7 h.p.	220
38	S	7 h.p.	287
38	C	7 h.p.	235
39	S	7 h.p.	315
38	S	8 h.p.	315
39	S	8 h.p.	353
40	S	8 h.p.	375
41	S	8 h.p.	368
42	S	8 h.p.	385
43	S	8 h.p.	435
45	S	8 h.p.	469
46	F	8 h.p.	486
46	S	8 h.p.	525
47	S	8 h.p.	575
48	S	8 h.p.	595
35	T	10 h.p.	195
35	S	10 h.p.	225
36	T	10 h.p.	225
35	F	10 h.p.	235
36	S	10 h.p.	255
37	S	10 h.p.	340
37	F	10 h.p.	325
38	S	10 h.p.	395
38	C	10 h.p.	395
39	S	10 h.p.	435
39	C	10 h.p.	395
46	C	10 h.p.	395
40	S	10 h.p	445
41	S	10 h.p.	495
45	S	10 h.p.	547
46	S	10 h.p.	595
47	S	10 h.p.	695
47	S	A.40	865
48	S	A.40	787
49	S	A.40	910
50	S	A.40	962
49	U	A.40	795
35	S	12 h.p.	235
37	S	12 h.p.	330
38	S	12 h.p.	375
39	S	12 h.p.	455
40	S	12 h.p.	550
46	S	12 h.p.	725
47	S	12 h.p.	850
36	S	14 h.p.	275
38	S	14 h.p.	400
39	S	14 h.p.	395
35	F	16 h.p.	165
35	S	16 h.p.	200
36	S	16 h.p.	255
36	L	16 h.p.	325
37	S	16 h.p.	295
37	F	16 h.p.	212
37	T	16 h.p.	225
38	S	16 h.p.	340
39	S	16 h.p.	437
46	S	16 h.p.	737
47	S	16 h.p.	850
48	S	16 h.p.	931
49	S	16 h.p.	995
49	S	A.70	1200
49	S	A.90	1395
49	T	A.90	1295
50	C	A.90	1365
35	S	18 h.p.	275
35	L	18 h.p.	325
36	S	18 h.p.	295
37	S	18 h.p.	505
37	L	18 h.p.	575
38	L	18 h.p.	767
38	S	18 h.p.	695
39	S	18 h.p.	787
39	L	18 h.p.	850
35	S	20 h.p.	435
35	L	20 h.p.	435
36	S	20 h.p.	675
37	S	20 h.p.	975
35	L	20 h.p.	825
38	S	20 h.p.	1050
35	S	24 h.p.	350
36	S	24 h.p.	430
37	L	24 h.p.	725
37	S	24 h.p.	525
38	S	24 h.p.	795
39	L	28 h.p.	1600
48	S	A.125	1647
49	S	A.125	1750
50	S	A.125	1750
49	S	A.135	1900
50	S	A.135	2000

BENTLEY

34	F	3-litre	165
25	T	3-litre	250
26	F	3-litre	298
28	F	3-litre	325
34	S	3½-litre	875
34	C	3½-litre	1200
35	S	3½-litre	1250
35	C	3½-litre	1245
37	S	3½-litre	1270
37	T	3½-litre	1385
37	C	3½-litre	1012
31	S	4-litre	290
36	S	4½-litre	1295
37	C	4½-litre	1480
37	S	4½-litre	1580
38	S	4½ litre	1875
38	F	4½-litre	1950
39	C	4½-litre	2585
39	S	4½-litre	2475
39	F	4½-litre	2750
47	S	Mk VI	3850
48	S	Mk VI	4000
48	C	Mk VI	4400
49	C	Mk VI	4450
49	S	Mk VI	4950
28	C	4½-litre	425
29	S	4½-litre	330
36	S	6½-litre	750

B.M.W.

37	S	45	225
37	C	45	277
38	S	321	525
38	C	329	575

BOND

49	T	2 h.p.	240

BRISTOL

48	S	400	1895
49	S	400	1925

BRITISH SALMSON

38	S	13 h.p.	375
38	S	14 h.p.	400

BROUGH SUPERIOR

37	C	22 h.p.	495
41	S	22 h.p.	595
36	S	29 h.p.	275
36	C	29 h.p.	325
39	C	3½-litre	575

B.S.A.

35	T	9 h.p.	150
36	T	9 h.p.	185
35	S	10 h.p.	130
36	C	10 h.p.	195
35	F	10 h.p.	195
36	T	10 h.p.	245
37	F	10 h.p.	255
38	S	10 h.p.	195
38	F	10 h.p.	222
38	C	10 h.p.	265
39	T	10 h.p.	321
35	S	12 h.p.	250

BUGATTI

37	F	2.3-litre	475
38	S	3.3-litre	1250

NOW! WITH THE NEW QUICK SELLER Free

AC PLUGS WILL SELL THEMSELVES!

Combines display and supply
This new sales cabinet reminds your customer he needs a new plug — and supplies one *on the spot*, before he can forget.

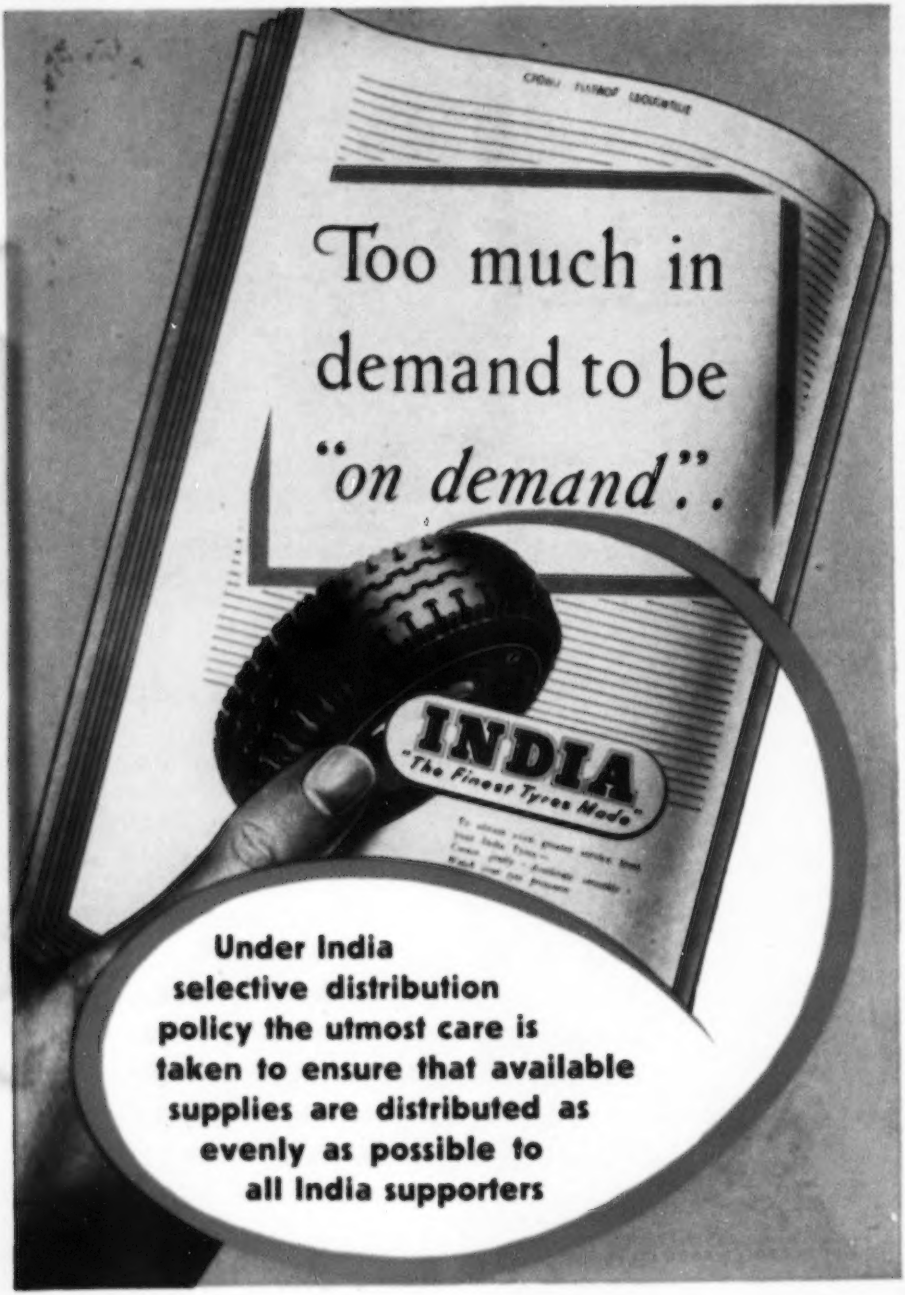
Sells plugs automatically
Plugs, recommendation charts are available at a touch. Which saves both you and your customer a lot of trouble!

Increases your plug sales
Instead of "meaning" to replace that worn plug, customers will really do it!

Costs you nothing
Order 150 AC Plugs from your approved wholesaler and the Quick Seller is delivered free (not more than one to each garage or branch, for supplies are limited.

AC Spark Plugs

AC-SPHINX SPARK PLUG CO., DIVISION OF GENERAL MOTORS LIMITED, DUNSTABLE, ENGLAND


Too much in demand to be "on demand".
INDIA
"The Finest Tyres Made"
Under India selective distribution policy the utmost care is taken to ensure that available supplies are distributed as evenly as possible to all India supporters

"The G. & M.A." Used-Car Market Report—(*continued*)

BUICK

35 S 28 h.p.	150
36 S 30 h.p.	280
37 S 30 h.p.	395
37 C 30 h.p.	425
38 C 30 h.p.	585
41 S 30 h.p.	650
36 C 31 h.p.	300
37 S 31 h.p.	345
37 C 31 h.p.	450
38 C 31 h.p.	495
38 S 31 h.p.	525
39 S 31 h.p.	625
39 C 31 h.p.	750
46 C 31 h.p.	2150
36 S 38 h.p.	420
39 L 38 h.p.	745
39 C 38 h.p.	550
39 S 38 h.p.	695
48 C 38 h.p.	2150
46 C Rdmstr	895
47 S Rdmstr	1695
48 S Rdmstr	2250
47 S 51	2850
48 S 51	2925
49 C 51	2875

CADILLAC

39 S V8	1175
47 S 61	2150
49 S 42 h.p.	3750

CHEVROLET

41 S 29 h.p.	625
37 S 30 h.p.	230
38 S 30 h.p.	375
39 S 30 h.p.	465
39 C 30 h.p.	512
46 S 30 h.p.	745
47 S Fltmstr	950
48 S 30 h.p.	1175

CHRYSLER

35 S 20 h.p.	175
38 S 20 h.p.	285
39 S 20 h.p.	475
37 S 24 h.p.	295
38 S 24 h.p.	500
39 S 24 h.p.	580
47 S 24 h.p.	1450
38 S 26 h.p.	395
38 S 27 h.p.	395
39 S 27 h.p.	450

CITROEN

36 S 10 h.p.	135
36 S 12 h.p.	265
37 S 12 h.p.	295
38 S 12 h.p.	375
38 T 12 h.p.	485
39 S 12 h.p.	395
46 S 12 h.p.	475
37 S 15 h.p.	250
38 S 15 h.p.	400
39 S 15 h.p.	445
40 T 15 h.p.	535
45 S 15 h.p.	750
46 S 15 h.p.	757
47 S 15 h.p.	825
48 S 15 h.p.	910
49 S 15 h.p.	1125
50 S 15 h.p.	1250
49 S 23 h.p.	1595

CONNAUGHT

49 T 1767 cc.	1875

CROSSLEY

37 S 20 h.p.	350

DAIMLER

35 S 15 h.p.	182
36 S 15 h.p.	295
37 S 15 h.p.	500
38 S 15 h.p.	575
38 S 2½-litre	695
39 S 2½-litre	750
46 S 2½-litre	1295
46 C 2½-litre	1150
47 S 2½-litre	1375
48 S 2½-litre	1550
48 C 2½-litre	1495
49 C 2½-litre	1825
49 S 2½-litre	1875
36 S 20 h.p.	487
36 L 20 h.p.	630
37 S 20 h.p.	650
38 S 20 h.p.	675
39 S 20 h.p.	825
41 S 20 h.p.	850
46 S 20 h.p.	865
36 L 24 h.p.	650
37 L 24 h.p.	895
37 S 24 h.p.	895
39 S 24 h.p.	1250
38 S 25 h.p.	650
36 C 26 h.p.	495
36 S 26 h.p.	595
35 S 27 h.p.	610
47 S 27 h.p.	2550
47 L 27 h.p.	2150
37 S 3½-litre	775
38 L 32 h.p.	1750
47 L 36 h.p.	3000

DELAGE

39 S D6-75	775
35 C D8-85	325
38 C 28 h.p.	550

DELAHAYE

38 C 3½-litre	730
38 S 135m	775
38 F 135m	865
46 C 24 h.p.	800

D.K.W.

38 S 7 h.p.	195
38 S 8 h.p.	225

DODGE

38 S 26 h.p.	500
40 S 26 h.p.	625

FIAT

36 T 500	225
37 C 500	277
37 S 500	295
38 S 500	237
38 C 500	345
39 S 500	420
39 C 500	375
36 T 1100	265
38 S 1100	400
39 S 1100	425
40 S 1100	450
40 C 1100	465
48 S 1100	650
49 S 1100	995
50 C 1100	1295
37 S 1500	299
38 S 1500	395
40 C 1500	595

FORD

35 S 8 h.p.	190
36 S 8 h.p.	160
37 S 8 h.p.	280
38 S 8 h.p.	285
39 S 8 h.p.	337
40 S 8 h.p.	345
42 S 8 h.p.	385
46 S Anglia	465
47 S Anglia	495
48 S Anglia	560
49 S Anglia	595
49 U 8 h.p.	645
50 S 8 h.p.	630
35 S 10 h.p.	160
36 S 10 h.p.	200
37 S 10 h.p.	250
38 S 10 h.p.	350
38 T 10 h.p.	275
39 S Prefect	365
39 F Prefect	410
39 C Prefect	422
40 S Prefect	398
41 S Prefect	425
46 S Prefect	601
47 S Prefect	620
48 S Prefect	650
49 S Prefect	779
50 S Prefect	980
36 S 22 h.p.	265
37 S 22 h.p.	300
39 S 22 h.p.	357
35 F 30 h.p.	195
35 S 30 h.p.	180
36 C 30 h.p.	266
37 S 30 h.p.	275
37 C 30 h.p.	310
37 U 30 h.p.	360
38 S 30 h.p.	425
39 S 30 h.p.	480
40 S 30 h.p.	545
47 S Pilot	895
48 S Pilot	945
49 S Pilot	1095
50 S Pilot	1250

FRAZER NASH

32 T 1½-litre	225
34 T 1½-litre	295
36 T 1½-litre	350

FRAZER NASH B.M.W.

35 T 34	400
35 C 45	325
35 F 45	325
37 S 45	350
37 F 45	345
37 C 45	375
38 C 45	355
36 C 55	450
36 T 55	385
37 C 55	400
38 S 320	435
38 S 321	525
39 C 321	550
38 T 328	745
39 F 326	750
40 T 328	1100

GRAHAM

38 S 26 h.p.	190
39 S 26 h.p.	525

HANSA

39 S 1½-litre	325

HEALEY

47 T 2.4-litre	850
47 S 2.4-litre	945
48 T 2.4-litre	945
48 S 2.4-litre	1095
49 T 2.4-litre	1225
49 S 2.4-litre	1350

HILLMAN

35 S 10 h.p.	170
35 C 10 h.p.	175
36 S 10 h.p.	210
36 C 10 h.p.	245
37 S 10 h.p.	275
37 C 10 h.p.	311
38 S 10 h.p.	315
38 C 10 h.p.	372
39 S 10 h.p.	365
39 C 10 h.p.	415
39 U 10 h.p.	290
40 C 10 h.p.	422
40 S 10 h.p.	435
41 S 10 h.p.	425
42 S 10 h.p.	465
45 S 10 h.p.	545
46 S 10 h.p.	610
46 C 10 h.p.	610
47 C 10 h.p.	685
47 S 10 h.p.	695
48 C 10 h.p.	765
48 S 10 h.p.	775
49 C 10 h.p.	795
49 S 10 h.p.	895
50 S 10 h.p.	950
38 S 14 h.p.	345
39 S 14 h.p.	420
42 S 14 h.p.	525
37 S 16 h.p.	285
38 L 20 h.p.	545
36 L 21 h.p.	295
37 L 21 h.p.	465
38 L 21 h.p.	595

H.R.G.

47 T 1½-litre	695
48 T 1½-litre	790
49 T 1½-litre	950

HISPANO-SUIZA

37 C 37 h.p.	750

HOTCHKISS

36 C 28 h.p.	650
37 S 3-litre	495

HUDSON

37 C 17 h.p.	255
37 S 17 h.p.	290
38 S 17 h.p.	375
38 C 17 h.p.	365
39 C 17 h.p.	485
39 S 17 h.p.	492
40 S 17 h.p.	525
35 C 22 h.p.	185
36 C 22 h.p.	220
37 S 22 h.p.	267
38 C 22 h.p.	355
38 S 22 h.p.	375
39 S 22 h.p.	575
40 S 22 h.p.	595
35 C 29 h.p.	200
38 S 29 h.p.	400

HUMBER

35 S 12 h.p.	225
37 S 12 h.p.	265
46 S Hawk	875
47 S Hawk	935
48 S Hawk	995
49 S Hawk	1322
50 S Hawk	1450
33 S 16 h.p.	350
34 S 16 h.p.	419
37 S 18 h.p.	575
46 S 18 h.p.	760
47 S 18 h.p.	895
48 S 18 h.p.	1095
38 S 21 h.p.	425
39 S 21 h.p.	550
35 F Snipe	200
36 C Snipe	400
46 S Snipe	795
48 S Snipe	1295
39 S Imperial	495
40 S Imperial	550
48 S Imperial	1875
50 S Imperial	1900
39 S S.Snipe	495
46 S S.Snipe	867
47 S S.Snipe	872
48 S S.Snipe	1162
49 S S.Snipe	1567
50 S S.Snipe	1595
32 L Pullman	165
37 L Pullman	675
39 L Pullman	695
46 L Pullman	1095
47 L Pullman	1137
48 L Pullman	1340
48 S Pullman	1325
49 L Pullman	1922

JAGUAR

36 S 12 h.p.	160
37 S 1½-litre	345
38 S 1½-litre	425
39 F 1½-litre	536
39 C 1½-litre	492
39 S 1½-litre	530
40 S 1½-litre	595
40 C 1½-litre	585
46 S 1½-litre	860
47 S 1½-litre	942
48 S 1½-litre	992
49 S 1½-litre	1350
35 S 2½-litre	260
36 S 2½-litre	195
37 S 2½-litre	285
37 T 2½-litre	468
38 S 2½-litre	365
39 S 2½-litre	475
39 C 2½-litre	525
46 S 2½-litre	950
47 S 2½-litre	925
48 S 2½-litre	1195
49 S Mk V	1837
38 T 3½/100	465
38 S 3½-litre	425
38 C 3½-litre	495
39 S 3½-litre	588
39 T 3½/100	572
40 S 3½-litre	595
46 S 3½-litre	567
47 S 3½-litre	1030
48 C 3½-litre	1250
48 S 3½-litre	1495
49 S 3½-litre	1795
49 S Mk V	1850

JENSEN

38 C 3½-litre	500

JOWETT

35 S 8 h.p.	155
37 S 8 h.p.	210
34 S 8 h.p.	300
39 S 8 h.p.	345
36 S 10 h.p.	210
34 S 10 h.p.	335
39 S 10 h.p.	360

JOWETT JAVELIN

48 S 1½-litre	895
49 S 1½-litre	975

"The G. & M.A." Used-Car Market Report—(*continued*).

LAGONDA

34 C 10 h.p.	180
35 C 10 h.p.	205
36 F 10 h.p.	300
29 S 2-litre	120
32 F 2-litre	225
34 T 16-40 h.p.	365
31 T 3-litre	225
33 S 3-litre	350
34 S 4½-litre	395
34 C 4½-litre	395
35 S 4½-litre	495
36 C 4½-litre	600
37 C 4½-litre	650
37 S 4½-litre	795
38 S V12	1175
39 S V12	1372

LANCHESTER

26 S 10 h.p.	245
26 S 10 h.p.	261
27 S 10 h.p.	295
28 S 10 h.p.	295
28 S 11 h.p.	250
27 S 11 h.p.	245
28 S 11 h.p.	275
29 S 11 h.p.	278
25 S 12 h.p.	225
26 S 12 h.p.	325
27 S 14 h.p.	310
28 S 14 h.p.	400
29 S 14 h.p.	550
25 S 18 h.p.	500
28 S 18 h.p.	795
30 S 20 h.p.	250

LANCIA

26 S Augusta	325
28 S Augusta	425
27 S Aprilia	465
28 S Aprilia	575
29 S Aprilia	795
47 S Aprilia	1450
30 S Asturia	1050

LEA-FRANCIS

46 U 14 h.p.	645
46 S 14 h.p.	700
47 S 14 h.p.	840
48 S 14 h.p.	898
48 T 14 h.p.	950
49 S 14 h.p.	1395
49 S 2½-litre	1550

LINCOLN

40 S Zephyr	500
46 S 40	1750

LLOYD

48 T 650	395
49 T 650	450

MERCEDES-BENZ

28 T 14 h.p.	495
29 T 14 h.p.	675
28 S 26 h.p.	495
29 L 30 h.p.	600
34 C 26 h.p.	225
39 C 38 h.p.	1275
38 S 38 h.p.	1500

MORGAN

37 T 4/4	275
38 T 4/4	325
39 T 4/4	375
47 C 4/4	475
48 C 4/4	600
49 T 4/4	695

M.G.

33 T Midget J	175
34 T Midget J2	195
34 T Midget J4	275
34 T Midget PA	277
35 T Midget P	285
36 T Midget P	260
36 C Midget PB	275
36 T Midget PB	295
37 T Midget TA	365
38 T Midget TA	385
39 T Midget TA	420
39 C Midget TA	475
39 T Midget TB	460
40 T Midget TB	490
46 T Midget TC	575
47 T Midget TC	660
48 T Midget TC	725
49 T Midget TC	795
47 S 1½-litre	850
48 S 1½-litre	935
49 S 1½-litre	1145
36 S Magnette	255
36 T Magnette	285
36 T Mag'te ND	345
35 F Mag'te N	197
35 T Mag'te N	245
36 F Mag'te N	200
36 F 1½-litre	425
38 C 1½-litre	490
38 S 1½-litre	525
38 C 1½-litre	485
39 S 1½-litre	586
39 F 1½-litre	475
39 C 1½-litre	595
40 S 1½-litre	600
40 F 1½-litre	450
49 S 1½-litre	1050
36 C 2-litre	295
37 S 2-litre	360
37 C 2-litre	325
38 C 2-litre	425
38 S 2-litre	430
39 S 2-litre	450
39 C 2-litre	525
39 S 2.6-litre	575
39 C 2.6-litre	612
40 S 2.6-litre	686
40 C 2.6-litre	645

MORRIS

35 S 8 h.p.	185
36 S 8 h.p.	195
36 F 8 h.p.	165
36 T 8 h.p.	175
37 F 8 h.p.	195
37 T 8 h.p.	215
37 S 8 h.p.	255
38 T 8 h.p.	267
38 F 8 h.p.	272
38 S 8 h.p.	290
39 S 8 h.p.	370
39 T 8 h.p.	385
40 F 8 h.p.	350
40 S 8 h.p.	465
46 S 8 h.p.	585
47 S 8 h.p.	670
48 S 8 h.p.	625
49 S Minor	775
49 F Minor	745
35 S 10 h.p.	179
36 S 10 h.p.	275
37 S 10 h.p.	325
38 S 10 h.p.	371
39 S 10 h.p.	395
40 S 10 h.p.	425
45 S 10 h.p.	495
46 S 10 h.p.	595
47 S 10 h.p.	650
48 S 10 h.p.	745
49 S 10 h.p.	115
35 T 12 h.p.	135
36 S 12 h.p.	150
36 C 12 h.p.	165
37 S 12 h.p.	292
38 S 12 h.p.	370
38 C 12 h.p.	375
39 S 12 h.p.	445
40 S 12 h.p.	495
36 S 14 h.p.	225
37 S 14 h.p.	315
38 S 14 h.p.	365
39 S 14 h.p.	395
48 S Oxford	750
49 S Oxford	950
50 S Oxford	995
36 S 18 h.p.	290
37 S 18 h.p.	235
49 S Six	1125
50 S Six	1230
37 S 25 h.p.	215
38 S 25 h.p.	265

NASH

46 S 23 h.p.	1275
39 C Amb'sador	375

OLDSMOBILE

36 S 6-cyl	325
47 S 8-cyl	1575

OPEL

37 C 12 h.p.	150
37 S 12 h.p.	195
38 S 12 h.p.	205
39 S 12 h.p.	265
37 S 17 h.p.	150
37 C 24 h.p.	195

PACKARD

36 C 26 h.p.	250
36 S 27 h.p.	275
37 S 27 h.p.	325
38 S 30 h.p.	575
39 S 30 h.p.	585
36 S 33 h.p.	400
37 S 33 h.p.	425
38 C 33 h.p.	550
38 S 33 h.p.	525
37 S 34 h.p.	799
47 S Clipper	1800
48 S Clipper	2500

PEUGEOT

40 S 402B	440
48 S 202	300
40 S 17 h.p.	425

PONTIAC

37 C 29 h.p.	210
40 S 29 h.p.	575

RAILTON

39 S 22 h.p.	595
36 T 28 h.p.	195
36 S 28 h.p.	225
36 C 28 h.p.	325
37 S 28 h.p.	475
38 S 28 h.p.	395
38 F 28 h.p.	580
37 S 30 h.p.	590

RENAULT

39 S 8 h.p.	287
39 S 9 h.p.	305
49 S 9 h.p.	645
35 S 12 h.p.	245
37 S 12 h.p.	285
38 C 12 h.p.	295
38 S 12 h.p.	295
39 S 12 h.p.	350
39 C 12 h.p.	350
40 S 12 h.p.	425
35 S 14 h.p.	110
36 C 18 h.p.	290
37 S 18 h.p.	295
38 C 18 h.p.	295
39 S 18 h.p.	325
39 S 26 h.p.	395

RILEY

35 S 9 h.p.	245
35 F 9 h.p.	295
36 S 9 h.p.	315
37 S 9 h.p.	335
38 S 9 h.p.	360
35 S 12 h.p.	257
36 S 12 h.p.	325
37 S 12 h.p.	340
38 S 12 h.p.	485
38 T 12 h.p.	495
39 F 12 h.p.	520
39 S 12 h.p.	545
40 S 12 h.p.	625
40 C 12 h.p.	620
46 S 1½-litre	897
47 S 1½-litre	967
48 S 1½-litre	975
48 C 1½-litre	1075
49 S 1½-litre	1325
50 S 1½-litre	1422
35 S 14 h.p.	290
35 S 15 h.p.	250
37 S 15 h.p.	350
38 S 16 h.p.	515
46 S 2½-litre	925
47 S 2½-litre	1095
48 S 2½-litre	1395
49 S 2½-litre	1500
49 T 2½-litre	1625
50 S 2½-litre	1775

ROLLS-ROYCE

24 C 20	165
25 C 20	190
26 S 20	200
27 L 20	475
28 L 20	340
28 S 20	425
31 L 20/25	695
32 S 20/25	500
32 L 20/25	620
33 S 20/25	775
34 F 20/25	1375
34 S 20/25	995
34 L 20/25	995
35 S 20/25	975
35 L 20/25	1295
36 L 25/30	1365
36 S 25/30	1550
37 S 25/30	1775
37 L 25/30	1750
38 S 25/30	1600
39 L Wraith	2690
39 S Wraith	2850
48 S S.Wraith	4250
49 S S.Wraith	4350
25 L Ph. I	250
26 F Ph. I	300
29 L Ph. I	340
31 S Ph. II	475
33 S Ph. II	650
34 S Ph. II	575
34 C Ph. II	625
35 L Ph. II	1170
37 S Ph. III	2000
37 L Ph. III	1750
38 S Ph. III	2150
38 L Ph. III	2450

ROVER

35 F 10 h.p.	195
35 S 10 h.p.	270
36 S 10 h.p.	290
37 S 10 h.p.	365
38 S 10 h.p.	465
39 S 10 h.p.	595
40 S 10 h.p.	615
46 S 10 h.p.	895
47 S 10 h.p.	1055
35 S 12 h.p.	316
36 S 12 h.p.	337
37 S 12 h.p.	363
38 S 12 h.p.	525
39 S 12 h.p.	585
40 S 12 h.p.	630
46 S 12 h.p.	910
47 S 12 h.p.	995
47 F 12 h.p.	1085
48 S 12 h.p.	1095
48 S 60	1395
49 S 60	1412
35 S 14 h.p.	250
36 S 14 h.p.	335
37 S 14 h.p.	315
38 S 14 h.p.	525
39 S 14 h.p.	645
39 C 14 h.p.	595
40 S 14 h.p.	675
46 S 14 h.p.	975
47 S 14 h.p.	1025
37 S 16 h.p.	395
38 S 16 h.p.	445
39 S 16 h.p.	672
39 F 16 h.p.	535
39 C 16 h.p.	583
40 S 16 h.p.	750
46 S 16 h.p.	1065
47 S 16 h.p.	1185
48 S 16 h.p.	1350
48 S 75	1467
49 S 75	1550
38 S 20 h.p.	525
39 S 20 h.p.	775

LAND-ROVER

49 F	525

S.S.

36 S 12	159
36 S 2½-litre	150
35 T 90	265

SINGER

35 T 9 h.p.	255
36 S 9 h.p.	170
36 T 9 h.p.	296
37 S 9 h.p.	275
38 S 9 h.p.	300
39 S 9 h.p.	350
39 F 9 h.p.	395
46 F 9 h.p.	475
47 F 9 h.p.	575
48 F 9 h.p.	650
36 S 10 h.p.	360
39 S 10 h.p.	435
46 S 10 h.p.	495
47 S 10 h.p.	575
48 S 10 h.p.	670
37 S 12 h.p.	175
48 S 12 h.p.	735
49 S 12 h.p.	767
34 T 1½-litre	295

MARFAK

for satisfied customers

—and a handsome return

Marfak is more than a grease — it is a chassis lubricant which stays on the job through the heaviest, roughest service. By giving a car "That Cushiony Feeling" the satisfied customer comes back for more.

CALTEX

REGENT

MARFAK IS MARKETED IN THE U.K. BY

REGENT OIL CO. LTD

117, PARK STREET, LONDON, W.1

"The G. & M.A." Used-Car Market Report—(*continued*).

36 T 1½-litre	310
49 S 1500	995
STANDARD	
38 C 8 h.p.	310
39 S 8 h.p.	327
36 T 8 h.p.	300
40 T 8 h.p.	337
40 F 8 h.p.	355
40 S 8 h.p.	350
45 S 8 h.p.	415
46 C 8 h.p.	465
46 C 8 h.p.	475
46 T 8 h.p.	395
46 F 8 h.p.	420
46 S 8 h.p.	405
47 F 8 h.p.	405
47 C 8 h.p.	427
47 S 8 h.p.	440
48 T 8 h.p.	470
48 F 8 h.p.	525
48 C 8 h.p.	512
48 S 8 h.p.	575
36 S 9 h.p.	175
36 S 9 h.p.	197
37 S 9 h.p.	220
38 S 9 h.p.	342
39 S 9 h.p.	365
39 C 9 h.p.	350
40 S 9 h.p.	385
34 S 10 h.p.	133
35 S 10 h.p.	190
36 S 10 h.p.	247
37 S 10 h.p.	270
38 S 10 h.p.	310
39 S 10 h.p.	372
41 S 10 h.p.	435
34 T 12 h.p.	208
35 S 12 h.p.	240
36 S 12 h.p.	237
36 C 12 h.p.	255
37 S 12 h.p.	279
38 S 12 h.p.	257
38 C 12 h.p.	325
39 S 12 h.p.	400
39 C 12 h.p.	387
46 S 12 h.p.	675
46 C 12 h.p.	695
47 C 12 h.p.	685
47 S 12 h.p.	700
48 C 12 h.p.	795
48 S 12 h.p.	795
48 C 12 h.p.	835
37 S 14 h.p.	305
38 S 14 h.p.	345
38 C 14 h.p.	385
39 S 14 h.p.	410
46 S 14 h.p.	642
47 S 14 h.p.	735
47 C 14 h.p.	787
48 S 14 h.p.	795
48 C 12 h.p.	820
49 S 14 h.p.	812
36 S 16 h.p.	320
49 U Vanguard	875
49 S Vanguard	1014
50 S Vanguard	1050
37 S 20 h.p.	235
38 S 20 h.p.	325
40 S 20 h.p.	500
STUDEBAKER	
41 S 20 h.p.	450
48 S 20 h.p.	1800
39 S 22 h.p.	375
40 S 22 h.p.	455
41 S 22 h.p.	650
47 S 22 h.p.	1295
48 S 22 h.p.	1900
36 S 26 h.p.	190
36 S 26 h.p.	257
37 F 26 h.p.	325
38 S 26 h.p.	395
39 S 26 h.p.	450
41 S 26 h.p.	617
37 S 30 h.p.	120
38 C C'mander	575
47 S C'mander	1500
SUNBEAM-TALBOT	
38 S 10 h.p.	415
39 F 10 h.p.	425
39 C 10 h.p.	495
39 S 10 h.p.	525
41 T 10 h.p.	500
40 S 10 h.p.	575
40 C 10 h.p.	593
46 S 10 h.p.	695
47 F 10 h.p.	825
47 S 10 h.p.	825
48 S 10 h.p.	850
49 S 80	1200
50 S 80	1300
40 S 2-litre	545
40 C 2-litre	585
47 S 2-litre	980
47 C 2-litre	985
47 T 2-litre	925
48 S 2-litre	975
48 S 90	1175
49 S 90	1280
39 S 3-litre	560
39 S 4-litre	595
40 S 4-litre	675
TALBOT	
36 S 10 h.p.	295
36 C 10 h.p.	300
37 C 10 h.p.	289
37 S 10 h.p.	225
38 S 10 h.p.	425
36 C 14 h.p.	175
35 S 75	235
36 S 21 h.p.	325
36 S 105	300
37 S 105	395
36 T 110	715
38 S 3-litre	365
37 S 3½-litre	400
TRIUMPH	
36 S 10.8 h.p.	245
39 S 11 h.p.	375
35 S 12 h.p.	255
37 S 12 h.p.	285
38 C 12 h.p.	475
38 S 1½-litre	365
39 S 1½-litre	425
37 S 14/60	350
37 F 14 h.p.	375
38 S 14/60	425
39 S 14 h.p.	450
39 C 14 h.p.	495
40 S 14 h.p.	495
46 T 1800	785
46 S 1800	850
47 S 1800	975
47 T Roadster	785
48 T Roadster	1000
48 S 1800	1070
49 S 1800	1305
36 S 16 h.p.	215
36 C 16 h.p.	275
37 S 16 h.p.	275
38 S 16 h.p.	365
39 S 16 h.p.	515
49 S Renown	1295
49 T 2000	1017
50 S Renown	1425
VAUXHALL	
38 S 10 h.p.	370
38 C 10 h.p.	345
39 S 10 h.p.	420
39 C 10 h.p.	395
40 S 10 h.p.	435
46 S 10 h.p.	640
47 S 10 h.p.	625
48 S 10 h.p.	725
49 S 10 h.p.	736
35 S 12 h.p.	207
36 S 12 h.p.	280
37 S 12 h.p.	325
38 S 12 h.p.	390
39 S 12 h.p.	445
40 S 12 h.p.	495
46 S 12 h.p.	625
47 S 12 h.p.	675
48 S 12 h.p.	795
48 S Wyvern	885
49 S Wyvern	925
50 S Wyvern	995
35 C 14 h.p.	185
35 S 14 h.p.	155
36 S 14 h.p.	220
36 C 14 h.p.	210
37 S 14 h.p.	325
37 C 14 h.p.	330
38 S 14 h.p.	370
39 S 14 h.p.	495
46 S 14 h.p.	695
47 S 14 h.p.	795
48 S 14 h.p.	885
48 S Velox	895
49 S Velox	990
50 S Velox	1025
35 S 20 h.p.	140
36 S 25 h.p.	220
37 S 25 h.p.	300
38 L 25 h.p.	845
38 S 25 h.p.	375
39 S 25 h.p.	425
VOLKSWAGEN	
47 S 11 h.p.	345
WILLYS	
39 C 16 h.p.	255
39 S 16 h.p.	269
WOLSELEY	
46 S 8 h.p.	575
47 S 8 h.p.	610
48 S 8 h.p.	695
35 S 9 h.p.	175
36 S 10 h.p.	170
37 S 10 h.p.	340
38 S 10 h.p.	450
40 S 10 h.p.	495
47 S 10 h.p.	655
48 S 10 h.p.	685
35 C 12 h.p.	175
35 S 12 h.p.	155
36 S 12 h.p.	275
37 S 12 h.p.	322
38 S 12 h.p.	455
39 S 12 h.p.	500
46 S 12 h.p.	730
47 S 12 h.p.	795
35 S 14 h.p.	257
36 S 14 h.p.	300
37 S 14 h.p.	375
38 C 14 h.p.	365
39 S 14 h.p.	575
39 C 14 h.p.	495
44 S 14 h.p.	800
47 S 14 h.p.	817
48 S 14 h.p.	875
37 S 16 h.p.	400
38 S 16 h.p.	565
48 S 4/50	1050
49 S 4/50	1185
50 S 4/50	1275
37 S 18 h.p.	402
38 S 18 h.p.	452
39 S 18 h.p.	485
46 S 18 h.p.	775
47 S 18 h.p.	875
48 S 18 h.p.	1085
49 S 6/80	1187
50 S 6/80	1425
35 S 21 h.p.	265
36 S 21 h.p.	440
39 S 21 h.p.	680
40 S 21 h.p.	450
36 S 25 h.p.	340
37 S 25 h.p.	275
38 S 25 h.p.	475
35 L 25 h.p.	695
39 S 25 h.p.	485

Rootes U.S.A. Servicing Tour

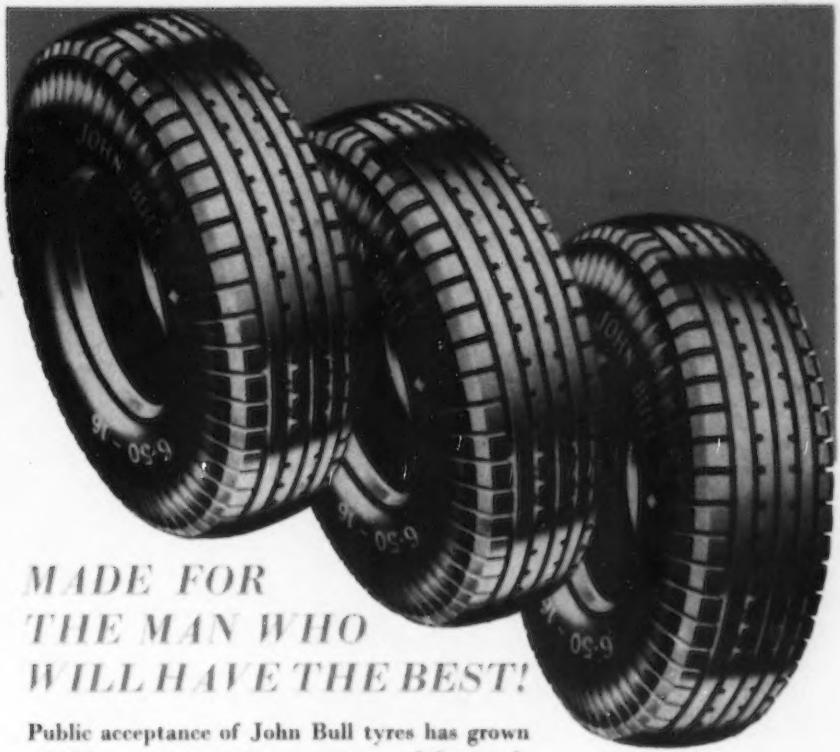
Helping dealers

DEMONSTRATION and lecture vehicle, fitted out by Rootes, has begun a tour of the West Coast cities of America. The object is to ensure that the thousands of owners of Hillman Minx, Humber and Sunbeam-Talbot cars in the U.S.A. have the best possible service and maintenance.

The vehicle, a Commer 4-ton truck, carries a large variety of lecturing equipment which can be removed and displayed whenever required. A specially designed and sectioned Hillman Minx engine and many other similar exhibits are also included.

At the conclusion of the present visit to Seattle, the vehicle will proceed on a tour of about 150 dealers in the West Coast region. Senior Service Representative **S. H. Turner**, of the Rootes Group in England, is in command of the vehicle, and it is expected that **Timothy Rootes**, son of **Sir Reginald Rootes**, will also visit many of the dealers during the tour.

Reid Watt, Ltd., distributors of Hepolite products, 254, Corporation Street, Birmingham, 4, have opened a branch depot at 42, Stokes Croft, Bristol. Tel., Bristol 25371.



MADE FOR THE MAN WHO WILL HAVE THE BEST!

Public acceptance of John Bull tyres has grown steadily—year in, year out—as tens of thousands of discerning motorists have tried and proved for themselves the great dependability of these hard-wearing tyres. This dependability is achieved by the use, without stint, of the best materials obtainable—first grade raw rubber, despite its present cost—first grade cable cord made of Egyptian long-staple cotton, again despite its high cost—and, not least, first grade workmanship in the building of these tyres.

John Bull dependability makes satisfied customers. Repeat sales are automatically yours, as John Bull tyres are distributed ONLY through bona-fide public service Garages.

JOHN BULL

'HEAVY TREAD'

THICKER ★ WIDER ★ SAFER

The ONLY make distributed exclusively through Garages

JOHN BULL RUBBER CO. LTD., LEICESTER MT 2/51

Better Bedford performance is as easy as H.M.L.

Getting peak performance and rock-bottom economy from your Bedfords is as easy as H.M.L. The H.M.L. Bedford and Vauxhall engine exchange plan is already serving transport operators all over the country. Exchange prices from £32 . 10 . 0 Write for fuller details now!

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DHB

STRICTLY ENTRE NOUS

by LFJ

Campaigning

THERE are tremendous possibilities in the Society of Motor Manufacturers and Traders' car-care drive. It can be of real assistance to the country in what must be a critical period. That is the first point, and its benefit to the trade must be considered as only incidental. No doubt time must be allowed to see how the scheme works out. But one could wish that it had been announced with a louder fanfare, and with some touch of showmanship. The statement issued was quite brief, and coldly factual. Very easily it could have been elaborated, and given some warmth and colour. That would have kindled enthusiasm; as things were, the response of the Press was no more than tepid. This is a thing that was worth putting over in a big way—as it undoubtedly would have been in America. It can still be done, even though the opening shot was fired at half-cock. But not before the industry brisks and brightens up its ideas on publicity.

Quickening spirit

VETERAN Car Club members heard some striking words from their President at the annual general meeting. Jim Allday's peroration was devoted to the spirit of the V.C.C., "the spirit of giving, the spirit of creating, the spirit that works towards an ideal." That, he said, made the club worth while, and must always be maintained. And it may have occurred to some of his hearers that the same thing could very well be said about the motor industry. Like the club, it was for the most part "born of some dreamer's dream," to quote a favourite phrase of Lord Austin's, and it must keep its idealism if it is to remain the sort of business in which a man may feel it both honourable and pleasant to be engaged. Scripture provides a phrase for what I mean. "The letter killeth, but the spirit giveth life"—and how true that is in the world of trade! To place service to others first, and not to be too great a stickler for rules, and legalism, and forms, is the worthier and happier way of living. The virtue of private enterprise, too, is that it possesses the human touch. Without that any organisation becomes as soulless as a Government department—and a good thing to get out of.

Motorways' case

BRITAIN'S need for motorways is primarily *economic*. That must be underlined. The requirement is to improve communications in order to increase production, both for export and the purposes of the rearmament drive. It can further be shown that the amount of money required for the full programme would produce an early and steadily increasing return, and that the money could be found by cutting expenditure that is less necessary and certainly less profitable. That case is quite strong enough as it stands, but of late some of its exponents have shown an inclination to over-plug another aspect that is really incidental. It is certainly true that a modern highway is safer than a road that was designed to carry slow-moving traffic, and not too much of it. But to say that the laying down of motorways would solve the accident problem, or indeed go very far towards it, is a different matter. It is perhaps understandable that the argument should be used, as it may be said to make a topical selling point, but it is one that can be countered. It would seem better to concentrate on the economic angle.

The MOTOR TRADE PARLIAMENT

In which Readers Express their Views

Communications intended for the Motor Trade Parliament should be addressed to The Speaker "The Garage and Motor Agent," 62, Doughty Street, London, W.C.1.

That Publicity Man

SIR,—Your Terse Talk reference (January 27th issue) to the editorial which appeared recently in the "Evening Standard" was well timed and true.

As a publicist of many years' experience, with very close contact with the motor industry, both on the manufacturing and the retail sides, also with intimate contacts with the Press, I do feel that the S.M.M.T. failed in their duty in not calling a Press conference about the two-year covenant. A great deal of misunderstanding would have been cleared up, and the lay Press would have given greater support to the covenant scheme.

An "off the record" talk with the Press would have helped everyone tremendously. But now the opportunity has been missed and damage done.

When you talk of a publicity man, who do you suggest should employ him — the S.M.M.T., or the M.A.A.? Or are you suggesting that a new association should be formed to publicise the industry?

Whoever it is there is a great deal of work for him to do. The public require explanations of why they have to wait for that new car they ordered some years ago, the reason for delivery to some and not to others, export requirements, etc.

The publicity man would have to run an extremely difficult course, but with care and experience it would be possible.

Last, but not least, who is going to pay for the publicity expert and the organisation which he would have to have?

PUBLICIST.

[*This hon. Member has chosen a pen-name because he does not, of course, wish to be accused of grinding his own axe. We have explained the points raised by him many times, but they will no doubt bear brief recapitulation. Our suggestion is that a publicity organisation, with a first-class publicity expert in charge of an adequate staff, should be set up by all those directly interested in the motor vehicle—manufacturers, suppliers, retailers and users. There are enough associations, institutes, societies and clubs to make the finding of the necessary finance a comparatively simple matter for such a vital and urgently-needed project. The motor industry should start the ball rolling, and if other interests failed to co-operate at first, then the organisation should be started for the industry alone. There is not much doubt, I think, that the others would soon want to join in.* — THE SPEAKER.]

Book-keeping: Advice Given

SIR,—Mr. "Old Reader" (December 16th issue), made a request for a manual on book-keeping. But, if I may say so, from my own experience, all the manuals that are published do not simplify the job. They only tell you how to do it.

In 1930, a representative of Business Account Books, Ltd., of 598, Chiswick High Road, London, W.4, called, and I have always said since that that was my lucky day. I bought one of that firm's "All-in-one" business account books, and since then I have used nothing else.

It contains: Takings; payments with dissection of payments; private and capital a/c; summary of business; balance sheets and trading account.

Instructions and illustrations are contained in the beginning of the book, and the publishers are always pleased to give full information on any query about income tax or book-keeping which is not already explained in the book.

This volume, together with a ledger for customers' accounts, wages book, postage book, job cards and a book used in the garage for entering petrol, oil and other supplies to credit customers completes my list.

I was never compelled to have my accounts audited. My balance sheet was always accepted by the Income Tax Inspector.

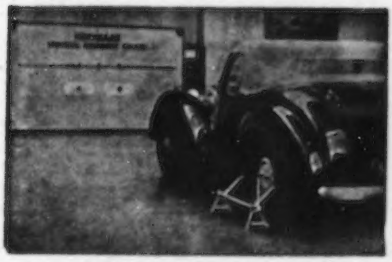
My office staff consists of my wife and myself, and we spend three quarters of an hour each night checking and entering the

THE DRIVERS' NIGHTMARE

88% WERE OFFENDERS

A CHECK OF HEADLAMPS ON OVER 300 VEHICLES. BY OUR GAUGES, REVEALED THIS ASTOUNDING FACT

This highly dangerous and very unsatisfactory state of affairs should be vigorously combated by all. NEWNHAMS UNIVERSAL ALIGNING GAUGES (recently introduced and now being used by leading car manufacturers and garages throughout the country) set Headlamp Beams correctly in a few minutes and in addition to diminishing dazzle to an absolute minimum they invariably increase effective illumination from 25% to 75%.



Above illustration shows car in position for Headlamp beam setting.

THESE GAUGES ALSO
Speedily check road vehicles suspected of misalignment and ACCURATELY correct to the high standard required by Insurance Engineers.

Prices from 1st March.

BEAM SETTING EQUIPMENT - £35
CHASSIS ALIGNING EQUIPMENT £35
COMBINED EQUIPMENT - - - £45

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The MOTOR TRADE PARLIAMENT

Continued from page 1494

till roll, and one hour at week-ends, balancing the page for that week in this book.

I have no interest in the firm other than as a user who thinks the book is the finest investment he has ever made. The publishers will also audit the book and make out the balance sheet for a nominal fee.

1914 LEARNER.

[Hon. Members who want to know more about the "All-in-one" system will find a fuller description than is possible here on page 1478 of this issue. The House's best thanks to Mr. "1914 Learner" for so kindly giving this excellent advice.—THE SPEAKER.]

Odd Ode On Wages

SIR,—When I read the official notification of the new wages award in your February 10th issue, I thought what a waste of time would be caused by those three decimal places. In very great haste I composed the following odd ode, which I did *not* send to the M.A.A.:—

Hour and a half,
One or two bob,
Simple calculation.

Clerical staff,
Costing a job,
No need for concentration.

Latest award,
N.J.I.C.,
Decimalisation.

Time and a third,
Point one two three,
Needless complication.

LAURIE AIGHT.

[Ah, I knew it! I knew that Mr. "Tyre Trader" would start something when he burst into verse here recently. But why do these poetical hon. Members modestly conceal their identities? Aren't they proud of their undoubted abilities?—THE SPEAKER.]

Salesmanship At The Pump

SIR,—The first thought that came to my mind when I read the interesting letter from Mr. "Increased Sales" (February 10th issue) was, what does he mean by "better forecourt service"? There is no desire to be "smart" in asking that question as it is obvious from the letter that he has gained satisfactory results. But the phrase seems somewhat vague.

When speaking of forecourt service I assume Mr. "Increased Sales" is referring to the sale of petrol and oil, and not to anything in the nature of adjustments or minor repairs. If so, what better service can be given than prompt attention with cheerfulness and courtesy (not servility)? I firmly believe that the observance of those elementary—but, alas, too often ignored—principles of all good salesmanship is all that is expected by the majority of motorists who stop for petrol or oil when on a journey. To try to interest them in accessories or special services at such a time is, I suggest, poor psychology.

It is somewhat different in the case of local people, who frequently stop to have a chat when they call. They are then in a more receptive mood. It is certainly good business to try to get them interested in some new gadget or in the replacement of something that is showing the effects of anno domini. The latter is particularly worth while at the present time in view of the extended use that will have to be made of cars now on the road, owing to the shrinking supply of new cars.

My second thought followed quickly on the first and set me looking very carefully for any sign of that ominous word "free." I am glad to say I did not see one. But I have an uneasy feeling that it might be lurking

Out of the Past

35 YEARS AGO. "The G. and M.A." 26/2/16.

AIR-COOLING, even effective air-cooling, is not an impossibility, and never has been. But it is even less of an impossibility in these days, when we know a great deal more about fans than we did ten years ago, and when, more especially, we have aluminium alloy cylinders as a commercial proposition.

20 YEARS AGO. "The G. and M.A." 21/2/31.

THE visible excitement stirred up by a novelty is absolutely no criterion of its saleableness—except inversely, perhaps. Poker-face interest is the style most favoured by buyers who intend business. For genuine improvements and wanted innovations, demand can always be created by solid marketing methods. The producer who thinks to ride to vast sales on a wave of sensation conceives a vain hope. Sensations never last long; not even that of drowning. Motorists are as hard-headed as other people when buying for themselves. Motor retailers are necessarily doubly hard-headed, for they cannot afford to pay for stock that the public are only willing to look at or talk about.

. . . the Purolator filter kit

IS AVAILABLE FOR ALL THESE CARS :—

FORD 8 and 10 h.p. ...	MF.2395 ...	For all models from 1934 to 1950 ...	50s. 0d. each
STANDARD 8 h.p. ...	MF.2396 ...	For 1938, 1939, 1945 to 1948 models ...	50s. 0d. ..
MORRIS MINOR ...	MF.2397 ...	For models from 1948 ...	50s. 0d. ..
MORRIS 8 h.p. ...	MF.2398 ...	For all Series E models 1939, also 1945 to 1948 ...	50s. 0d. ..
MORRIS OXFORD ...	MF.2501 ...	No. 10 Set for all models to Engine No. 12433 ...	47s. 6d. ..
HILLMAN MINX ...	MF.2399 ...	For all models from 1934 to 1950 ...	50s. 0d. ..
TRIUMPH MAYFLOWER	MF.2393 ...	For cars up to Body No. 2,000 ...	50s. 0d. ..
	MF.2392 ...	For cars after Body No. 2,000 ...	50s. 0d. ..
JOWETT JAVELIN ...	MF.2394 ...	For all cars 1946 to 1950 ...	50s. 0d. ..

The kit contains a complete Purolator paper-element filter, with every union and connection, and the necessary bracket for quick fitting without drilling.

There is further and continuous business for you in supplying the replacement element.

PUROLATOR

REGD. TRADE MARK

Micronic OIL FILTER KIT

AUTOMOTIVE PRODUCTS COMPANY LTD.
LEAMINGTON SPA.

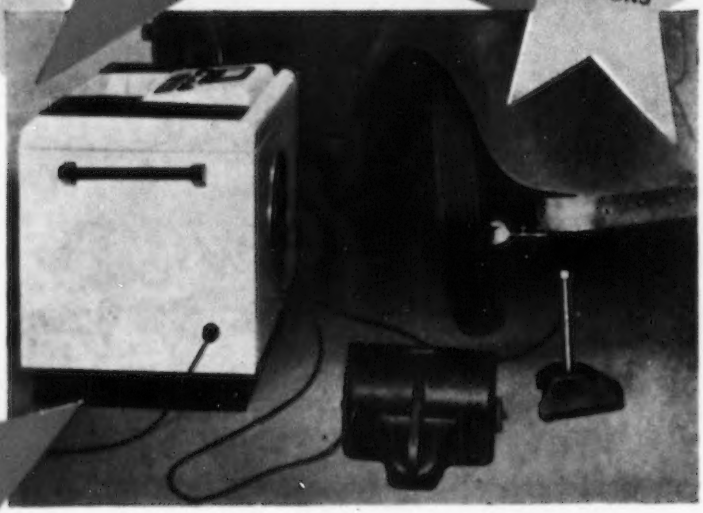
Electronic WHEEL BALANCING IS HERE!

IT IS
MORE ACCURATE
MORE SPEEDY
MORE ECONOMIC

STATIC AND DYNAMIC BALANCING UNDER ACTUAL ROAD CONDITIONS

1936 METHOD

Our Mechanical Model, Type 474



1951 METHOD

Our Electronic Model, Type 520

The illustration shows the equipment positioned prior to commencing a dynamic test for front wheel unbalance.

Note the simplicity of arrangement: the electronic unit gives a positive reading of the degree of "out of balance" without removal of road wheels, and pin-points the actual positions at which balance weights should be fitted.

V. L. CHURCHILL & CO. LTD

WALNUT TREE WALK, LAMBETH NORTH, LONDON, S.E.11

The MOTOR TRADE PARLIAMENT

Continued from page 1496

somewhere in the background (not necessarily in Mr. "Increased Sales'" vicinity), only waiting for the slightest encouragement to pop up with its misleading countenance.

The amount of service it is possible to give on the forecourt is surely rather limited. The opportunity for betterment is therefore similarly limited. When that limit has been reached, and local competition becomes keen, it is then that a garagist may feel tempted to go a step further and offer some kind of "free" service.

That starts the fun—or tragedy. Others go one better and so the snowball grows. The crazy part of the whole business is that such service is not really free to the motorist because, in the majority of cases, he gives a tip to the attendant—money which ought to go into the till of the business that provides the service. So the only one who profits is the attendant; he gets paid twice for the same job.

O. LEWIS.

Luton.

[*Although, over the course of the years, we have exposed the "free" service fallacy time and time again, we are glad to have Mr. Lewis' reminder now, at a time when the trade is being shot at for its "lack of salesmanship at the pump."*—The Speaker.]

First Napier Engine—And Cars

Sir,—On page 1272 (February 10th issue), your correspondent, "Coachbuilder," inquires as to the first Napier petrol motor, which appeared in 1900-1. Called 8 h.p. (about 3¼ x 4in. piston diameter and stroke) with 2-cylinders vertical, it was fitted in the well-known Panhard-Levassor chassis No. 8.

By the production of this engine, M. S. Napier (whom I knew quite well), laid the foundation stone of his motor-car fortune. It led to the plan of building a British-made car on the Panhard-Levassor prototype, a machine which swept the world to become the standard model for every successful constructor.

Napier's motor was one of the early examples (in car practice) of cylinder-barrel and crankcase cast *en bloc*. The merits of o. h. mechanically-opened inlet valving had not then become appreciated, so the Napier had automatic inlet valves.

The 4-cylinder Panhard-Levassor model was also soon adopted by Napier—as early as 1900-2, and British versions of that model were also visible in the early M.M.C., Coventry-Daimler, and others. If only many others had seen the light earlier, how different would be the history of the motor vehicle. So many thought they knew better than Emile Levassor!

By the year 1903 the first 6-cylinder Napier had arrived on the scene, a 30 h.p. machine being displayed at the Crystal Palace motor show of that year. Napier cars continued successfully for a period of some 21 years, but for reasons into which we need not enter now, aeroplane motor production was embarked upon, and the lustre of the famous name of Napier tended to lessen, so far as his cars were concerned.

It is also interesting to recall that Napier was among the first to adopt the live axle-drive—and in racing cars to boot—for the 1902 Gordon Bennett race (Paris to Innsbruck) was won on a 4-cylinder Napier car of that type.

Much more could be recorded about the man and his machines, but here and now it only remains to add that for the old-stager—as for the latest recruit, the name and fame of Napier will always hold a fascination wherever and whenever the deeds of British mechanical engineers are discussed.

JOHN ARMSTRONG.

Bournemouth.

[*Hear, hear! Sir.*—The Speaker.]

HIS WORDS—NOT OURS

Oliver's Garage,
Hawkhurst,
Kent.

To the Editor.

Dear Sir,—Your Trade Paper is now the indispensable weekly to us here.

E. H. IVE,
Manager.

Road Accidents

Sir,—As many of your readers will know, I often opposed George Lucas, now Lord Lucas, in many of his schemes and ideas during his M.A.A. Presidency. However, there is no doubt that his present propaganda and recommendations to stop road casualties should be supported by all traders. I feel that this and the traffic problem will become a matter of grave concern unless the best brains of the industry collaborate for a solution.

At the Vehicle Distributors Section, Bert Henly and others have done good service in

The MOTOR TRADE PARLIAMENT

Continued from page 1497

connection with recommendations to help solve the London traffic jam. We cannot leave matters to drift, and then wonder why planners have to do something as a last resort.

Here are the comments, from the "Times," of another member of the House of Lords :—

"During a debate on road accidents, Earl Howe said, 'One thing I dread is the demand for a People's Car. If a People's Car were a real production success, one trembles to think what the state of the roads might be if it came into being.'"

LORD BILL OF THREE SPIRES.

Coventry.

[*As a result of Lord Lucas' talk on road accidents to the Motor Agents' Association Council recently, a sub-committee is to be formed to consider the question of road safety and to make recommendations for submission to the Council. This is a praiseworthy effort, but it is hoped that great care will be exercised by the committee in framing their recommendations. There is such a thing as "killing the goose . . ."* — THE SPEAKER.]

Trade Terms And The Red Book

SIR,—So the manufacturers refuse to restrict terms to those on the Red Book. Yet we, the genuine traders, have to do all the dirty work, help to restrict the supply of new cars for old where we can make a good profit, while the manufacturer helps every spare-time backyard mechanic to steal our profit by carrying out repairs for next to nothing for those who are not very loyal to the garage that always helps them in an emergency.

This is a point on which the trade should take very strong action indeed. Perhaps one step would be to deal through wholesalers and component manufacturers who proclaim publicly that they deal only with traders and repairers in the Red Book.

W. H. P. WILLIAMS.

Valley, Nr. Holyhead.

[*Backyard mechanics are certainly a problem from the trade terms point of view. But what about the numerous other repairers who are unable to meet the Red Book entry qualifications and yet are doing a good and legitimate job of work?*—THE SPEAKER.]

CHASSIS ROCKERS, No. 45. By Betts

"Yes, Harrison's most particular when he handles upholstery!"

FRAM is on the march

Nothing can stop a good idea from getting ahead and the FRAM oil cleaner has got ahead to the extent of 14,000,000 filter sales in Europe and America. From your point of view, FRAM is good business. Most of your customers would be only too pleased to have an efficient oil cleaner fitted to their cars. So start fitting FRAM now.

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Height - - - 7 1/8"
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F.35 For medium sized lorries and industrial engines.
Height - - - 10 11/16"
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F.40 Heavy duty for diesels, buses, lorries and industrial engines.
Height - - - 11"
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COMMERCIAL VEHICLE & TRACTOR BUSINESS

By "Transit"

Topical question

ROOT-AND-BRANCH opposition to agricultural mechanisation has become a thing of the past. It had practically died even before the war. Recently, however, a new line of criticism has been developed, the suggestion being that there is a danger of our farms becoming over-mechanised.

That has been mentioned previously in this feature, but a further note now seems advisable, and for a particular reason. Two recent happenings are being quoted as evidence that too much mechanisation does not pay. Of those one is the failure of the groundnuts scheme, while the other has arisen out of the war in Korea. The arguments advanced call for some examination.

Mechanisation was admittedly the chief cornerstone of the groundnuts plan. What the disaster really showed, however, was not that there was an excess of mechanisation, but that it was wrongly applied. Had the whole affair been less rushed, and more time devoted to preliminary trials, very much better results might well have been obtained.

As regards Korea, it has been alleged that the U.S. infantry have proved to be too dependent upon their vehicles, and accordingly at a serious disadvantage when operating away from roads. One can well believe that to be the case, but if the fault exists the blame lies in defective organisation and training.

Matter of application

The answers to the questions presented by these two cases are precisely the same. Machines cannot do everything, and both their choice and system of use must be knowledgeably planned. Mechanisation only fails in its application; it does not fail in itself.

Coming down to the everyday, practical level, is the possibility of over-mechanisation really a likely danger at the present time? Obviously it can occur in elementary ways. A farmer who is using a heavy tracklayer, when a light, wheeled tractor would serve his purpose is certainly over-mechanised. More of his capital than necessary is tied up in the machine, which also costs him more to run than need be. In the same position is the owner of, say, a combine harvester who employs the machine exclusively on an acreage that does not justify the expense.

However, the farming community is generally shrewd enough in matters of £ s. d., and it may be supposed that such mistakes are not very often made, and are quickly rectified when they do occur. Once again, it is the application that is at fault and not the thing itself, and even now the real need is for more mechanisation rather than less.

It may be questioned whether the motor industry, let alone its customers, is fully conscious of the scope that still exists for further mechanisation. Much has undoubtedly been learned in the last dozen years, but the lesson has not yet fully been unfolded.

Breaking of bounds

Over a very long period of years, what manufacturers did was to develop their vans and lorries through an increasing range of power and payload capacity. At the same time there was a development of the tractor for farm work, and to a lesser extent for heavy duty on the one hand and garden cultivation on the other.

Concurrently there came another important realisation. It had always been believed that the full-size tractor was a sound investment only for the farmer working a considerable acreage, for which various figures were quoted at different periods. They tended to decrease, and we are now at the point where the use of the tractor has been shown to be economically justifiable on quite small holdings. More than that, is has been proved to be profitable by operators who, not so many years ago, would have felt that the market-garden type was the only possible machine for their needs.

Within a space of little more than a decade, an entirely new position has been reached. The previously accepted limits of mechanisation no longer exist. Strictly speaking there cannot be too much of it, provided always that it is soundly applied. The use of both manual labour and power animals to effect movement is simply out of date. Wherever it still has to be employed, it means that better means have yet to be devised.

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The MOTOR INDUSTRY'S NEWS

APPEAL SUCCESS IN PRE-COVENANT CAR CASE

JACK BARCLAY, LTD., COMPLIED WITH CONTRACT

MAY GO TO LORDS

SECOND stage of the famous "Barclay Case" was reached on Tuesday, when the Court of Appeal allowed the appeal of Jack Barclay, Ltd., against the judgment of Mr. Justice Humphreys, who, in the King's Bench Division on June 30th last year, awarded £1,500 damages, with costs, for breach of contract to Mr. George Edward Monkland, a Lloyd's underwriter. Leave to appeal to the Lords was granted.

Mr. D. N. Pritt, K.C., for the appellant company, told the Appeal Court that in May, 1946, during the period between the end of the Government licensing of the supply of cars and the introduction of the British Motor Trade Association's covenant, Mr. Monkland ordered a Rolls-Royce and a Bentley car through the company **with the idea of reselling at a quick, and, incidentally, tax-free profit. He did not want them for his own use.**

The Rolls-Royce was delivered and was resold by Mr. Monkland, but when a Bentley became available on the condition that Mr. Monkland signed the covenant, he refused to sign and the car was not delivered.

CURBING BLACK MARKET

Mr. Pritt submitted that it would be contrary to public policy to compel a dealer to deliver a car without a covenant to someone who could put it into the black market at once at a large profit. **The covenant system should be maintained or there would be too many cars running about in the black market.**

Giving the judgment of the Court, Lord Justice Asquith said that the case had been described as a test case. The covenant scheme was introduced with the object of curbing speculators.

Mr. Monkland had entered into his contract to buy the Bentley before the covenant scheme became operative so far as Bentleys were concerned, and refused to sign the covenant because his contract contained no such stipulation.

Jack Barclay, Ltd., pointed out that unless the covenant were signed, they could not deliver, and the question was whether the defendants had broken or repudiated their contract. The appellant company argued firstly, that the terms of their particular contract absolved them from liability; and secondly, **if the terms of the contract did not entitle them to act as they did, the contract was contrary to public policy and void.**

The contract, said his Lordship, did not embody an obligation to deliver by a particular date, but that the sellers should use their best endeavours to obtain delivery within a reasonable time.

OBLIGATION DISCHARGED

The Court thought that, in the circumstances, at the date of the writ a reasonable time for delivery had not expired. **On any construction, their Lordships considered that Jack Barclay, Ltd., had discharged their obligation under the contract.**

Although Jack Barclay, Ltd., used their best endeavours, the manufacturers said "No covenant, no car," and under the terms of their agreement with the appellant company **could refuse to supply them if they suspected that the distributors were intending to sell without a covenant being signed.** Jack Barclay, Ltd., also risked being placed on the British Motor Trade Association's "Stop List," which would have killed them "stone dead" in the car sense.

Dealing with the appellant company's second point on public policy, Lord Justice Asquith said that although it was unnecessary to decide the point, there were two schools of thought about the merits of the covenant system, and the defence of public policy was unfounded. **The fact that the Government approved the scheme was immaterial because what one Government might approve, another might condemn.**

MOTOR INDUSTRY'S NEWS

W. LONDON GET-TOGETHER

RECORD DINNER-DANCE

Witty speakers, a good band, and an excellent cabaret all combined to make this year's annual dinner-dance of the West London Traders' Association one of the outstanding functions of the London motor trade social season.

Some idea of the popularity of this event may be gauged from the fact that no fewer than 942 members, their guests and ladies—a record attendance—filled to capacity the Great Room at Grosvenor House, Park Lane, W.1, on Friday evening of last week.

Due to the presence of the ladies, President **H. E. Broderick**, of the Association, who was in the chair, saw to it that each speaker kept within his rationed time.

F. G. H. Fender, the Surrey cricketer, was in great form in proposing the toast to "The Motor Trade," **which he described as the brightest jewel in the crown of the industry of this country.**

In his reply, Director **R. Gresham Cooke**, of the Society of Motor Manufacturers and Traders, sympathised with the poor bewitched, bothered and bewildered motor trade. The dealer was in a terrible plight at the present time. Not only had he to put up with the restrictions on deliveries, placed by the Government and the manufacturer, **but had to contend with his customers and competitors hoping to get a share of the meagre allocation of cars.**

"HIT BACK LIKE HELL"

The toast to "The Ladies and Visitors" was proposed by the **Duke of Richmond and Gordon**, Patron of the Association, who said the motor trade had always been the underdog, and **it was only by having an Association of this kind that the trade could hit back, and hit back like Hell.** The response was made in his usual witty manner by **Kenneth Horne**.

In replying to the toast to "The President," proposed by **Col. R. D. E. Eve**, Mr. Broderick welcomed the guests.

He paid a tribute to hon. secretary **R. T. Kitchen** for his good and painstaking work in organising the function and looking after nearly 1,000 guests. **He also mentioned that next year would mark the Silver Jubilee of the Association.**

After making an appeal for support for the new Golf Section of the Association, Mr. Broderick presented the President's Golf Cup to **Tony Gough**, the winner at the first meeting of the Section.

"A1" CAR NUMBER PLATE

WILLED TO TREVOR LAKER

Sales Director **Trevor Laker**, of the John Bull Rubber Co., Ltd., Leicester, has become the latest owner of car registration number plate "A1." It has been left to him as "a friendly business relation" in the will of the late **George Pettyt**, of Exeter.

This registration number originally belonged to Earl Russell, who was instrumental in getting the Car Registration Act through Parliament in 1903. It was quite by chance that it came into the hands of Mr. Pettyt, it being on a used car he bought from the London General Bus Co.

I.M.I. ANNUAL DINNER

Institute of the Motor Industry, Inc., are holding their annual dinner at 6.30 p.m. for 7 p.m., on April 5th, at the Dorchester Hotel, Park Lane, London, W.1.

Among the principal guests will be Mr. **George Tomlinson**, Minister of Education, **Lord Brabazon of Tara, M.C.**, and **Sir Godfrey Russell Vick, K.C.**

Applications for tickets (35s. each, exclusive of wines) should be made by Thursday, March 29th, to the Administrative Secretary, I.M.I., 40, Queen's Gate, London, S.W.7.

"W.B." BACK AT WORK AGAIN

Returned to business on Monday this week, fully recovered after an absence of five weeks due to pneumonia, **Walter Boyle, F.I.M.I.**, Managing Director of the Cable Printing and Publishing Co., publishers of "The Garage and Motor Agent," cordially thanks the many generous friends who made inquiries and expressed their sympathy during his illness.

He knows that they will appreciate that there is some catching-up of work to be done, and therefore will not think him the less grateful for acknowledging their kindness in this way instead of writing to them individually.

:: :: **Will Make British Jets.**—The Buick Division of the General Motors Corporation have announced from their works at Flint, Michigan, that they are to make British-designed Sapphire jet engines for the U.S.A.

MOTOR INDUSTRY'S NEWS

GOVERNMENT CAR ORDERS

M.P. CALLS FOR RESTRAINT

Mr. P. Thorneycroft asked the Minister of Supply in the House of Commons if, in order to conform to the spirit of the new covenant, he would refrain from ordering new cars for the use of Civil Departments in replacement of cars already supplied since the war.

In a written answer, Mr. Strauss stated that new cars were ordered to replace those supplied since the war only in exceptional circumstances, for example, damage beyond repair of an existing vehicle.

DEATH OF TOM BYATT

We regret to record the death at the age of 60 of Governing Director Thomas Byatt, of Tom Byatt, Ltd., Victoria Road Garage, Fenton, Stoke-on-Trent.

Mr. Byatt founded the present business at premises in Cornhill Court, Longton, in 1912, and in 1919 acquired, in addition, a small engineering works at Fenton.

In 1932 the concern was turned into a limited company, and with continued expansion depots were opened at Tunstall and Stoke. Three years later, however, Mr. Byatt decided to amalgamate all the depots under one roof. To this end, the firm's present premises in Victoria Road, Fenton, were begun, and the whole business was concentrated there in 1936.

His son, **Tom Byatt, Junr.**, is the Chairman-elect of the West Midland Division of the Motor Agents' Association.

TO MEET RISING COSTS

"KEEP REPAIR CHARGES DOWN," SAYS ULSTER M.A.A. CHAIRMAN

That the coming year would prove to be a very difficult period for the motor industry was the opinion expressed by the retiring Chairman, **R. Moore**, at the annual meeting of the Ulster Division of the Motor Agents' Association held recently in Belfast.

He thought, however, that efficiency, determination and hard work would enable the industry to overcome all obstacles.

Dealing with the supply position as it affected vehicles and their components and accessories, **Mr. Moore urged all members of the Division to keep repair charges down to the lowest possible amount compatible with sound workmanship.**

He suggested that members should look at their premises through the eyes of their customers, as **it would not require much money to make a marked improvement in the appearance of many garages.** A clean, tidy, properly-organised and operated workshop not only looked efficient, but in nearly every case it was efficient.

Mr. Moore also drew members' attention to the Northern Ireland trade scholarship scheme, which he claimed was in advance of anything elsewhere in the British Isles.

The Minister of Education was anxious to give the motor trade every facility, he pointed out, but it was unfortunate that some members were not taking full advantage of the scheme.

HONOUR FOR NORTH. — North Region won the India Tyre Quota Cup for the best all-round sales performance in 1950. Here H. C. Longley, Governing Director of the advertising agents for India Tyres, is presenting the cup to Regional Manager J. A. Johnson. Between them is Sales Director T. K. Lawler.

MOTOR INDUSTRY'S NEWS

TROJAN PRICES REVISED

STANDARD VANS AND ELECTRICS

Trojan, Ltd., Purley Way, Croydon, have revised the prices of their vans and electrics with effect from February 19th. The new prices are:—

Trojan 15 Petrol Van.—Standard (in priming) £555, chassis only £425. Purchase tax in each case £106 6s. 1d.

Electrojan Battery Electric Vehicle.—Standard van £735, without batteries £555, chassis only £605, without batteries £425. Purchase tax in each case £106 6s. 1d.

I.M.I. IN LIVERPOOL

President **Stanley S. Dawes**, of the Institute of the Motor Industry, was the principal guest at the West Lancashire and Cheshire Region's annual dinner-dance in Liverpool last week.

"We in the Institute are doing our best and pulling our weight in the motor industry," said Regional Chairman **J. Parker.** The industry was helping in no small measure in getting the country on its feet again.

Replying to the toast, President Stanley Dawes said that the I.M.I. were doing great educational work for the industry. **"If you're not in it, it's to your disadvantage."**

The toast of "The Chairman," proposed by **H. Broughton**, was replied to by Mr. Parker. **J. Rowland** proposed the toast of "The Visitors," and in his response **H. L. Mead** said he thought the motor industry to-day was taken too much for granted. Few people remembered the initiative and the private enterprise that had built it up.

CHANGES IN VEHICLE LAWS

CONSTRUCTION AND USE MODIFICATIONS

Mr. Barnes, Minister of Transport, has announced that he hopes shortly to undertake a full revision of both the Motor Vehicle (Construction and Use) Regulations, 1947, and the Road Vehicles (Registration and Licensing) Regulations, 1949.

As the revision is expected to be a lengthy process, the Minister proposes to make the following amendments to the Motor Vehicle (Construction and Use) Regulations without waiting for the revision:—

(a) The permitted overall length of four-wheeled single-decked p.s. vehicles registered before June 1st, 1950, to be increased from 27ft. 6in. to 30ft.

(b) Works trucks used on roads only to a limited extent to be exempt from the provisions of the regulations as to speedometers, and the regulations modified as to overhang, wings, tyres and brakes.

(c) Pedestrian-controlled vehicles not exceeding 8-cwt. unladen weight to be exempt from the provisions of the regulation regarding driving mirrors, and the regulation as to brakes to be modified.

(d) The permitted overall width of local authorities' road-sweeping vehicles to be increased from 7ft. 6in. to 8ft.

(e). Regulation 85 (attendants on trailers) provides that the requirements of Section 17 of the Road Traffic Act, 1930, as to the employment of drivers and attendants shall not apply, inter alia, where a motor vehicle is drawing a trailer fitted with overrun brakes and carrying plant or an appliance permanently fixed to the trailer, if the total weight of the trailer does not exceed two tons. This figure is to be increased to 45 cwts.

(f) Regulation 59 to be revoked. This provided that particulars as to the size of the tyres to be fitted to the wheels of heavy cars should be indicated thereon, and that tyres of greater size than that indicated should not be fitted.

TO LATIN LANDS.—Seen here are, l. to r., General Sales Manager W. J. R. Warren, Managing Director Sir John Black, and Repairs Manager M. Whitfield, of the Standard Motor Co., on board ship about to leave for South America.

MOTOR INDUSTRY'S NEWS

THEIR FIRST DINNER-DANCE. — The Mayor of Coventry (centre) at the first dinner-dance of the Coventry Automobile Club. T. Cain, who presided, is on his right, and on his left is Sales Manager A. D. Rootes, of Humber, Ltd., with the cups he presented to the successful teams in the Club's Darts League. (Story below.)

COVENTRY SOCIAL CLUB

SUCCESSFUL FIRST DINNER-DANCE

Coventry Automobile Club, whose members are the staff and employees of local garages, held their first dinner, dance and cabaret in Coventry recently.

The chair was taken by **T. Cain**, of S. H. Newsome and Co., Ltd., and among the guests were the Mayor of Coventry, Sales Manager **A. D. Rootes**, of Humber, Ltd., and directors and proprietors of local motor firms and garages, with their ladies.

During the evening, Mr. Rootes presented cups to the winners of the Darts League, the leaders being C. and E. Motors' team, and the runners-up, that from S. H. Newsome and Co. Incidentally, in addition to darts, the Club hope to arrange inter-garage cricket, football and table tennis matches, as well as other games.

HULL CENTRE I.M.I.

With the non-arrival of their lecturer, Hull Centre of the Institute of the Motor Industry organised an impromptu "Brains Trust," at which their Chairman, **K. W. Tarran**, presided, for their February meeting.

The next lecture-meeting of the Hull Centre will be held on March 19th at the Royal Station Hotel, Hull, when a talk on the "Use and Misuse of Pistons" will be given by **E. C. Ruffle**, of Wellworthy Piston Rings Co., Ltd.

NEW AUSTIN COUPE IN U.S.

BUILT FOR AMERICAN MARKET

The new Austin coupe, built primarily for the U.S. market, has made its first appearance in New York. It will sell for 1,895 dollars (about £680), said Mr. Joseph Dudley, the Austin representative in New York.

More than 100 U.S. Austin dealers saw the new car at a preview and placed orders for months in advance, said Mr. Dudley, **but whether these orders can be filled, he warned, depended entirely upon Britain's war output.**

"Unfortunately, owing to the defence programme, the Austin Co. have a war contract, but that will not slow our production yet, because we already have an empty Government factory next to our plant to take care of the war orders."

The new Austins will be in dealers' hands by March, and will start flowing to customers in April. U.S. Austin dealers have been demanding a coupe for three years.

Mr. Dudley said that there are only four of the new cars in the United States so far. "But this is no pilot model," he added. "These cars are really in production."—B.U.P.

C. C. Wakefield and Co., Ltd., will shortly be extending their head office at 46, Grosvenor Street, London, W.1, into the adjoining building, premises recently vacated by Captain Molyneux, the fashion expert.

MOTOR INDUSTRY'S NEWS

M.A.A. PROVINCIAL OFFICERS FOR 1951-52

RESULTS OF RECENT A.G.M. ELECTIONS

OFFICERS elected for the ensuing year at recent annual general meetings of Divisions and Sections of the Motor Agents' Association were:—

S.-EAST MIDLAND DIVISION

Chairman, **T. Groom** (Towcester). Vice-Chairman, **P. Rainbow** (Luton). Council delegate, **G. Read** (Peterborough). Motor cycle delegate, **B. Redhead** (Northampton).

Beds, N. Bucks and N. Herts Section.—Chairman, **B. I. G. Mantle** (Biggleswade). Vice-Chairman, **B. Cowling** (Luton).

Northamptonshire Section. — Chairman, **S. B. Handley** (Wellingborough). Vice-Chairman, **J. Grose** (Northampton).

Peterborough Section.—Chairman, **G. Willimont** (Peterborough). Vice-Chairman, **C. Robinson** (Buckden, Hunts). Hon. Secretary, **P. Dawkins** (Peterborough).

E. LANCS AND CHESHIRE

Chairman, **R. Hollingdrake** (Stockport). Vice-Chairman, **R. Parkyn** (Manchester). Council delegates, **R. Hollingdrake, T. H. Mellor, J.P., R. Parkyn** and **A. Norman Brown.** Substitutes, **J. L Fenton, H. Clarke, J.P., W. H. Hyde** and **E. Hammond.** Motor cycle delegates, **Jack Parkin** and **H. G. North.** Substitutes, **C. Kinloch** and **F. J. Fearnley.**

W. LANCS AND CHESHIRE

Chairman, **Alan W. Wright** (Birkenhead). Vice-Chairman, **J. A. Smith** (Chester). Deputy Chairman, **A. W. Webb** (Liverpool). Council delegates, **Alan W. Wright** and **A. W. Webb.** Substitutes, **R. G. Preston** and **J. A. Smith.** Motor cycle delegate, **L. T. Rogers** (Liverpool).

DEVON DIVISION

Chairman, **E. N. Hughes** (Exeter). Vice-Chairmen, **G. Weeks** (Plymouth) and **R. E. Isaac** (Barnstaple). Council delegates, **J. H. Brindley** (Barnstaple) and **P. T. Read, M.B.E.** (Torquay). Deputies, **P. Fletcher** (Plymouth), **R. C. Letheren** (Exeter) and **R. J. Kimber** (Plymouth). Motor Cycle Section. Chairman, **P. H. Sharam** (Torquay). Delegate, **F C Hawken** (Torquay). Deputy, **E. H. Jelley** (Plymouth).

Exeter Section.—Chairman, **A. Lisle-Smith** (Axminster). Vice-Chairman, **J. C. Nicholson** (Pinhoe). Assist. hon. Secretary, **R. C. Letheren.**

North Devon Section.—Chairman, **R. E. Isaac.** Vice-Chairman, **F. C. Twose** (Westward Ho) and **R. W. Hartnoll** (Bideford). Asst. hon. Secretary, **C. J. Backway** (Bideford).

Plymouth Section.—Chairman, **P. W. E. Prance** (Plymouth). Vice-Chairman, **R. A. Brayley** (Plymouth).

Torquay Section.—Chairman, **D. G. Patterson** (Paignton). Vice-Chairman, **E. G. Blackler** (Paignton). Asst. hon. Secretary, **P. H. Sharam.**

CORNWALL

Chairman, **W. R. Prout** (Launceston). Vice-Chairman, **R. C. Penhaligon** (Truro). Council delegate, **W. E. Hicks** (Truro). Deputies, **W. G. Cornelius** (Redruth) and **F. L. Smith** (Launceston). Motor cycle delegate, **W. H. Hawkins** (St. Austell).

West Cornwall Section.—Chairman, **R. C. Penhaligon.** Vice-Chairman **V. Taylor** (Penzance).

East Cornwall Section.—Chairman, **W. R. Prout.** Vice-Chairman, **H. J. Lock** (Liskeard).

SOUTH-WESTERN

Chairman, **A. G. Wall** (Bridgwater). Vice-Chairman, **E. H. Stickland** (Gillingham, Dorset). Council delegates, **A. G. Wall** and **Douglas Seaton** (Yeovil). Deputies, **E. H. Stickland** and **A. T. Bennett** (Taunton). Motor cycle delegate, **A. G. Wall.** Deputy, **G. Bradbeer** (Minehead).

ULSTER DIVISION

Chairman, **L. N. Davis.** Vice-Chairman, **D. M. McKibbin.** Council delegates, **L. N. Davis** and **R. Moore.** Committee, **F. C. Dafforn, A. Emerson, H. S. Harvey, J. C. Lamb, J. W. McCaughan, J. McWatters, J. B. O'Hara, H. C. Reid** and **C. A. Stuart.**

:: :: **Liverpool Motor Agent Honoured.**—On his retiring from the Chairmanship of the West Lancs and Cheshire Division of the M.A.A., which he has held for five years, A. W. Webb, of A. W. Webb, Ltd., Liverpool, was presented by the Division with a hand-beaten silver vase.

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MOTOR INDUSTRY'S NEWS

PERSONAL ITEMS

India Tyre and Rubber Co., Ltd., have appointed **R. C. Robinson** as Manager, Mileage Contracts, North. His previous post as Manager, Service Department, has been

A. H. Brown.

P. A. Venables.

filled by **A. H. Brown**, formerly their agricultural representative in the North Region. The company have also appointed **P. A. Venables** as Manager, Mileage Contracts, South.

The death occurred on February 12th, at the age of 77, of **Vernon C. Abbott, M.I.M.I., A.M.I.B.E.**, motor engineer, 58, Victoria Road, Surbiton, Surrey. Mr. Abbott had traded under his own name in Surbiton for the past 50 years.

The son of Chairman and Managing Director **Frank Perkins**, of F. Perkins, Ltd., Peterborough, who has been appointed a Director of the company, is **T. H. R. Perkins** and not Frank Perkins, as we reported in last week's issue.

T. H. R. Perkins, newly-appointed Director of F. Perkins, Ltd.

The death occurred on February 16th, in a nursing home at Worthing, of **William Frost**, brother of the late **Harvey Frost**, the well-known garage equipment specialist.

Chairman and Managing Director **Sydney S Guy**, of Guy Motors, Ltd., accompanied by his son, **R. S. Guy**, has sailed for South Africa.

HARRY PARSONS DEAD

PASSING OF AN OLD-TIMER

With the death of **Harry Parsons, J.P., M.I.Mech.E.**, at the age of 79, at his home near Southampton on February 17th, the motor industry has lost yet another "old-timer."

Although his name is better known nowadays in connection with the world-famous Parsons marine engine, he spent his early days as chief designer for the Rudge Whitworth Co.

Later, he became Manager of the Beeston Motor Works at Coventry, where he handled some of the early makes of cars, including the first Daimlers, Benz, Panhards, de Diona, Peugeots and Renaults.

In 1904, however, he turned to the production of marine engines and founded the Parsons Engineering Co. in Southampton.

JOWETT REVISED PRICES

Jowett Cars, Ltd., Idle, Bradford, have increased the prices of Javelin and Jupiter cars and Bradford commercial vehicles. The new basic prices, with purchase tax in parentheses, are:—

Javelin.—Standard saloon £635 (£177 2s. 9d.), total £812 2s. 9d. De Luxe saloon £735 (£204 18s. 4d.), total £939 18s. 4d.

Jupiter.—£875 (£243 16s. 1d.), total £1,118 16s. 1d. Chassis £540 (£150 15s.), total £690 15s.

Bradford.—Chassis £229 10s. (£64 10s.), total £294. Drive-away chassis £295 (£64 10s.), total £359 10s. Van (primer) £380 (£64 10s.), total £444 10s., (painted) £389 (£64 10s.), total £453 10s. Lorry (primer) £370 (£64 10s.), total £434 10s., (painted) £379 (£64 10s.), total £443 10s.

4-litre van (primer) £395 (£110 9s. 5d.), total £505 9s. 5d., (painted) £404 (£112 19s. 5d.), total £516 19s. 5d. 4-litre 6-seater utility £420 (£117 8s. 4d.), total £537 8s. 4d. De Luxe van £455 (£127 2s. 9d.), total £582 2s. 9d. De Luxe utility £465 (£129 18s. 4d.), total £594 18s. 4d.

Car Mart, Ltd.—Group profits for the year ended November 30th, 1950, £416,844, against £383,039 the previous year. Combined nett profits after all charges, including tax, £198,965 (£182,819), amounted to £164,398 (£153,561). Final dividend 27½ per cent., making 35 per cent. for year (30 per cent).

MOTOR INDUSTRY'S NEWS

What's On

MOTOR AGENTS' ASSOCIATION

Feb. 27th.—Worcestershire Section annual dinner, 7 p.m., Raven Hotel, Droitwich.

Mar. 6th. — Metropolitan Division annual general meeting in London.

Mar. 9th.—Berks, Oxon and S. Bucks Division annual dinner, dance and cabaret, 6.30 p.m. for 7 p.m., Great Western Hotel, Station Road, Reading.

INSTITUTE OF THE MOTOR INDUSTRY

Mar. 5th.—Chelmsford Centre lecture meeting, 7.30 p.m., Castle Hotel, Hadleigh. Talk on "Garage Equipment," by C. C. Wakefield and Co.'s representative.

Mar. 9th.—Croydon Centre dinner-lecture, 7 p.m., Aerodrome Hotel, Purley Way, Croydon. Talk by N. R. Chandler on "Turbo Jet Propulsion" with sound film. A film, "Contribution to Victory," will also be shown.

Mar. 12th.—North Eastern Region lecture - meeting, County Hotel, Neville Street, Newcastle-on-Tyne. Talk on "Storekeeping-Retail" by A. E. Timson, of Timson Bros. (England) Ltd.

BENEVOLENT FUND

Mar. 9th. — Annual general meeting, 10.30 a.m., Connaught Rooms, Great Queen Street, London, W.C.2.

Mar. 20th. — Manchester Centre dance, Tudor Ballroom, Belle Vue, Manchester.

COMING SERVICE WEEKS

Service Weeks are being held by the following firms during the week beginning March 5th:—

Ford Exhibitions and Service Weeks.—**Universal Car Co. (Derby), Ltd.**, St. Helen's Street, Derby. **Geo. Kenning (Chesterfield), Ltd.**, Vicar Lane, Chesterfield.

Nuffield Service Weeks. — **C. McAdams, Ltd.**, Linthorpe Road, Middlesbrough. **W. Mumford, Ltd.**, Plymouth.

ROYAL PATRONAGE

The King and Queen have agreed to be patrons, and Princess Elizabeth and the Duke of Edinburgh vice-patrons, of the Cycle and Motor Cycle Show at Earls Court, London, from November 10th to 17th.

REST OF THE NEWS

:: :: **Lighting-up Times (Greenwich): Saturday, February 24th, 6 p.m. Saturday, March 3rd, 6.13 p.m.**

:: :: **Government Vehicle Sale.** — An auction sale of Government surplus vehicles from the M.o.S. Depot No. 73, Gatend Farm, Giffen, near Beith, Ayrshire, will be held at Central Halls, Glasgow, on February 27th and 28th. Auctioneer, Hugh McIlwraith, 269, Buchanan Street, Glasgow. Tel., Douglas 1888.

:: :: **Gravesend Meeting.** — Gravesend Technical College, Darnley Road, Gravesend, are holding a meeting for local members of the motor trade on February 28th. A film will be shown followed by a discussion.

:: :: **Southampton Family Party.** — Over 120 children and their parents attended the annual family party given by Wadham Bros.' Sports and Social Club. The children enjoyed games, a film show, and the antics of a pantomime horse who pulled in Father Christmas on a sleigh. Each also received a present from the tree. The party was attended by Managing Director R. R. Newitt, President of the Club, and his wife, as well as by the Vice-President, W. H. Wadham, and his wife.

:: :: **Shock Absorber Prices Up.**—Gervis Components, Ltd., 4, Wakeman Road, London, N.W.10, advanced the price on February 14th of Woodhead-Monroe shock absorbers and conversion brackets by 5 per cent.

:: :: **New Government Cars.**—Thirty-four new cars had been delivered to Service Departments since December 1st, 1950, stated the Minister of Supply in a written Parliamentary answer. He was not in a position to say whether they were in replacement of cars bought since January, 1946.

:: :: **Reading I.M.I. Lecture.**—Some 60 members of the Berks, Bucks and South Oxon Section of the I.M.I. heard a talk on "Turbo Jet Propulsion," given by N. R. Chandler, during their recent meeting at Reading University.

:: :: **Opel Chief Forfeits U.S. Assets.**—Fritz von Opel, the German motor manufacturer, has lost a court case in Washington to recover $3,700,000 (about £1,320,000) worth of U.S. stocks now vested in the Custodian of Alien Property.

TORTUOUS TALKS on TRADE TOPICS

by "Ihanst"

Illustrated by "Betts"

Where management is remote and austere

Fireside natter

FOUR men one . . . , no, not one song, but one conversation.

Two of the party are middle aged and have very comfortable positions as executives of engineering concerns in the 20,000-hand class. One is a man who came out of the air-borne wallahs,' rolled up his sleeves and became a fitter. He is assembling intricate machines in a 3,000-hand firm. The fourth was myself, aged 58 but still, so to speak, in the cradle with my rattle.

We were spending the evening together by the festive fireside after carefully weighing out the available coal. The ladies present soon got round to familiar topics such as fish, gas pressures, the cost of rabbits, poor lard, electricity cuts, laundry damage, and the meat ration.

If . . . he was engaged you just walked away.

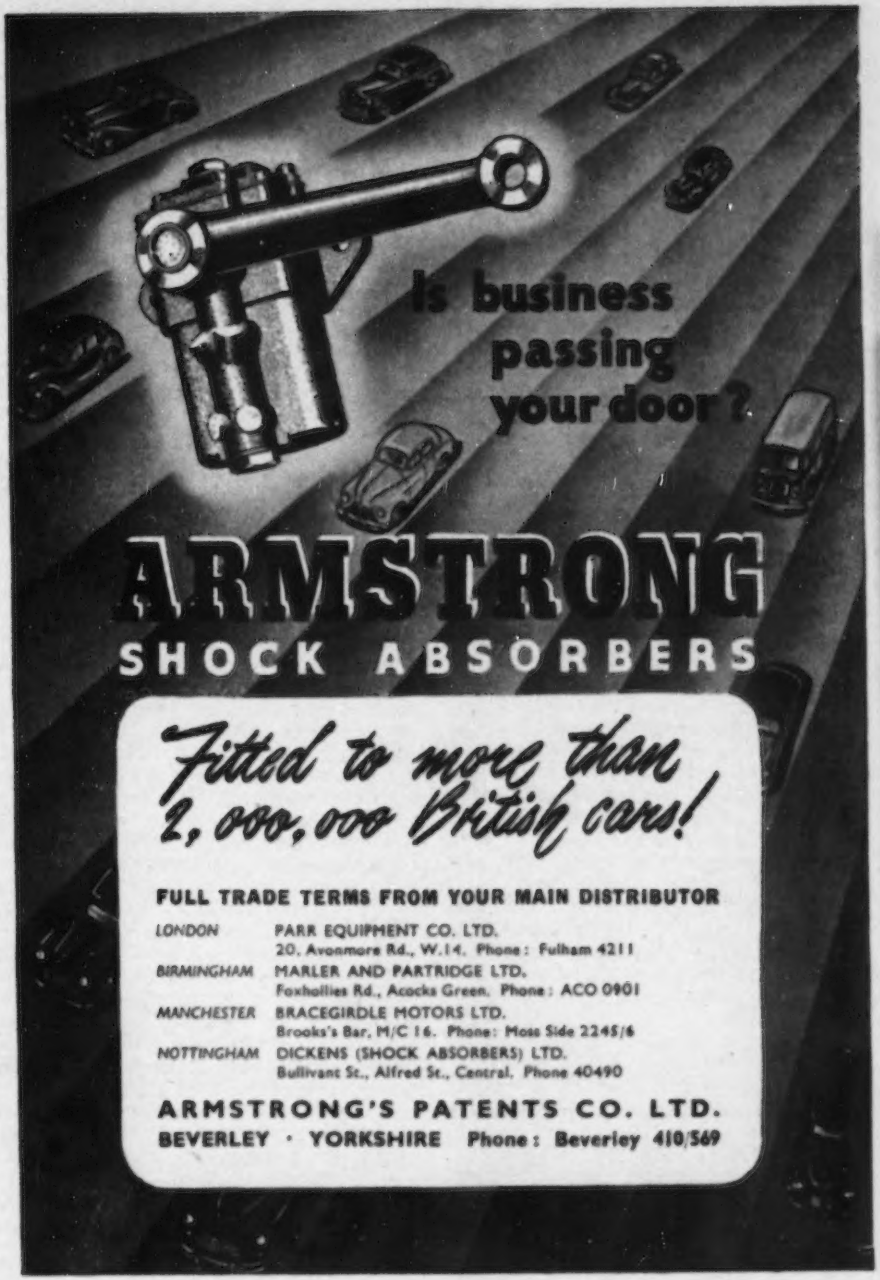
The men got on their own tracks and began discussing engineering troubles, lack of self-discipline, lowered manufacturing standards coupled with increased scrap rate, world shaking discoveries in the laboratory which are the result of simple accidents, and so on.

The most interesting conversation, as I saw things, came from the fitter, and after the other folk had gone home. He said, very shrewdly, that both his executive friends had forgotten the days when they themselves worked in the shops. Furthermore, he added that neither of them was now capable of understanding his comments and outlook to petty grievances which bred an unhealthy atmosphere in the works. As he put it in modern phraseology—"They haven't a clue."

Stamped as "piffling"

He explained to me that though they are close friends he now rarely mentions works matters to them. At first he let off steam about his troubles as a fitter, but eventually realised that neither of his friends really understood. Indeed, he felt at times that they thought he was small-minded and possibly a bit piffling.

Odd, because although he has only known me a few months, he'll yarn away, with well-balanced insight, about the foibles and antics of their foremen, and of the little pin pricks in his own shop. He sorts out the pay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inequalities and their repercussions in practice, that is to say in the wangles in erecting and the origin of bad fitting with consequent fall in quality.

He is crystal clear on how inarticulate the men are when trying to discuss anything with the management. The question channel has no corresponding answer channel, and this has brought a general feeling of frustration round him.

Pests of executives

Now, in this fitter's indictment of his friends he puts a finger right on a very sore spot in industry. There are many types of executives. One section of them is a pest which unwittingly (or is it deliberately?) causes a lot of trouble. These folk forget the days when they worked at the bench, a cog in a wheel.

Indeed they want to forget because they are now executives. They may have quite a lot of authority and very likely some social aspirations. Mentally they draw away until, as my fitter friend says, it is no use talking to them and expecting an understanding outlook.

Still rambling on, I'd say the small garage escapes these troubles, largely by its intimate atmosphere, but the larger you grow the greater the risk.

Now I started these notes with engineering shops, but the scene is easily changed. As we are rambling, join me in a London hotel lounge. It is early evening in December, 1950, and the men have not arrived from their daily tasks. The ladies are chattering and I am reading an Austrian motor paper of 1917. This sets the scene and here is what happened.

Curious lady

One of the ladies, either out of courtesy or, far more likely, out of curiosity, turned to me with a remark, thus drawing me into the conversation. Three of the ladies turned out to be in business. One in particular was in a large commercial office of a British concern. I challenged the word "large," but she proved she was not romancing.

She described the poles-apart atmosphere, in detail, in two similar-sized offices. In the British firm management was hedged in, remote and austere. Its inaccessibility, she explained, in answer to some probing questions on my part, was in no sense due to high-pressure, but rather to this cold outlook.

The firm is old-established and successful, and it has more work than it needs always round the corner. Maybe its method is the correct one, but it leaves the staff somewhat unhappy, decidedly on edge and in some cases seeking a merciful release.

The second establishment in which this observant woman secretary had worked for a considerable period before marriage, had American management. Her chief was accessible at all times. If you pushed his office door open and he was engaged you just went away. If free but badly placed for the moment he said so and told the inquirer when to come back.

Provocative me

Here again I was provocative. "No doubt," I said, "this soon drove the manager potty. Unless, of course, the staff already had most of the answers, leaving few questions to answer." This proved to be the case.

Smooth-working management grows no easier in this complex age with its ever-changing background. I have worked under several chiefs with varying technique. One never put anything in writing, one wrote double-meaning replies, another wanted to keep a lot of detail in his hands, but was most inaccessible as a result.

Eventually when the average delay in getting an appointment became two, three or even four weeks, I beat him to it by sending him copies of anything contentious on which he'd never given me a ruling. But you'll hear more about that later.

Meanwhile, toy with the points these speakers made in their conversation. The ideas were theirs, not mine.

Harry Ferguson, Ltd., have appointed **Peter Delingpole** as Agricultural Adviser to their export sales division. He joined the company in 1947.

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Motor Trade Commercial Report

COUNTY COURT JUDGMENTS

THE returns given below have been obtained from the Registry of County Court Judgments. The Register does not differentiate between actions for damages and those for debts, or otherwise show in any case the nature of the dispute which may have made reference to the Court for its decision desirable. Also, it is not known whether the judgments have been satisfied at the date of publication, but in many instances the amounts may have been settled between disputants and paid. Further, the persons sued may have been acting for the defendants in representative capacities, and the claims may not have been against them personally; alternatively, the proceedings may have been personal matters unconnected with the businesses whose addresses have been used.

Amberley Engineering Co., Codmore Hill, North Heath, Sussex, auto engrs. £18 17s. Dec. 18.

G. C. Bashforth (t.a. Ravenfield Motor Co.), Ravenfield, Rotherham, motor engr. £15 10s. 5d. Jan. 17.

J. B. Booth, Strete House, Pelynt, nr. Looe, garage propr. £142 13s. 2d. Dec. 20.

Coronation Garages, Ltd., r.o. Main Oxford Rd., South Marston, nr. Swindon, auto engrs. £11 0s. 6d. Jan. 9.

B. Dick (t.a. Lemmington Motor Service), Peek Rd Garage, Peek Rd., Wembley. £30 3s. 1d. Jan. 3.

Dorchester Cars, 10A, Cranley Mews, Old Brompton Rd., S.W.7. £10 17s. Jan. 22.

B. N. Francis (t.a. Midland Garage), 86, Addison Gardens, W.11, motor agent. £25 6s. Jan. 9.

Greens Garage, Beresford Lane, Cardiff, garage propr. £16 1s. Jan. 8.

J. Halsall, 26, Latham St., Preston, motor engr. £27 3s. Dec. 12.

D. A. Hanley, 19, Pelham Crescent, The Park, Nottingham, motor engr. and taxi service propr. £43 1s. Jan. 18.

N. Hughes, 13, Eaton Rd., West Kirby, motor mechanic. £17 1s. Dec. 13.

A. Kidd, The Valiant Garage, 91, Cowley Rd., Uxbridge, motor engr. £23 18s. 7d. Jan. 20.

Midland Garage (Loughborough), Ltd., Nottingham Rd., Loughborough. £35 4s. 5d. Jan. 8.

P. Newport (t.a. Newport Motors), 3, Brangbourne Rd., Bromley, motor engr. £11 0s. 2d. Jan. 9.

Premier Car Services (Hull), Ltd., 103, Alfred Gelder St., Hull. £16 1s. 9d. Jan. 10.

G. Roberts, Buckingham Rd. Garage, Buckingham Rd., Bicester, garage propr. £21 10s. 6d. Dec. 29.

C. H. Saunders, 35, Clare Ave., Tonbridge, Kent, motor mechanic. £32 16s. 4d. Jan. 18.

H. S. Smith, Crown Garage, Rainham Rd., Dagenham, Essex, motor engr. £17 9s. Jan. 16.

Soho Garage, 21, Soho Sq., W.1. £18 3s. Dec. 29.

G. H. Theobalds (t.a. Sydenham Park Garage), 22, Sydenham Park, S.E.26, garage propr. £72 1s. 11d. Jan. 8.

R. Tonkin, The Garage, Treburrick, St. Eval, Cornwall, garage proprs. £35 12s. Dec. 29.

L. Travis, 71, Cannon Hall Rd., Sheffield, motor engr. £16 6s. Jan. 12.

— **Wallington**, Broadway Garage, Merriott, Somerset, garage propr. £32 7s. 8d. Jan. 8.

Well Street Garage, 86, Well St., Hackney, E.9, motor engrs. £26 6s. 11d. Jan. 4.

R. Wignall, c.o. Homer Garage, Much Wenlock, Salop, garage propr. £12 14s. 1d. Jan. 17.

J. Williams, The Garage, Mount St., Bangor, garage propr. £28 0s. 7d. Jan. 18.

J. Williams, as above. £46 6s. 4d. Jan. 10.

INCREASES OF CAPITAL

Mid-Devon Garage, Ltd.—Increased by £11,000, beyond the reg. cap. of £4,000.

Freestone & Webb, Ltd.—Increased by £7,000, beyond the reg. cap. of £3,000.

Brown Brothers, Ltd.—Increased by £350,000, beyond the reg. cap. of £1,500,000.

Hawson, Ltd.—Increased by £18,500, beyond the reg. cap. of £16,500.

Oscott Tyre Service, Ltd.—Increased by £2,000, beyond the reg. cap. of £1,000.

RECEIVERSHIP (APPOINTMENT)

Pulham Garage, Ltd.—P. W. Hort, of 28, Baldwin St., Bristol, was appointed Receiver and Manager on Feb. 5, under powers contained in debenture dated June 19, 1948.

NEW COMPANIES

Shipman's Car Hire Service (Twickenham), Ltd.—Private co., reg. Feb. 9. Cap., £1,000. To acquire the business now carried on by Shipman's Car Hire Service and to carry on the business of car hire and taxi service, etc. Directors: F. H. Levine, Mrs. S. E. Levine. Reg. office: 19a, Cavendish Sq., W.1.

Brighton & Hove Car & General Auction Mart, Ltd.—Private co., reg. Feb. 9. Cap., £2,000. To acquire the business of a car and general auction mart carried on by G. J. Cook and W. C. Juniper at Brighton and Hove, Sussex. Directors: G. J. Cook, W. C. Juniper. Reg. office: Church Fields, Patcham, Brighton.

Chelsham and Warlingham Motor Co., Ltd.—Private co., reg. Feb. 8. Cap., £5,000. To carry on the business of garage proprs., etc. Directors: E. H. Coppock, Dr. H. Trafford, J. Stobbart, J. B. Parker. Solrs.: Walker, Martineau & Co., 12, Mansion Place, Queens Gate, S.W.7.

E. H. Smith Parkinson (Motors), Ltd.—Private co., reg. Feb. 8. Cap., £12,000. To carry on the business of garage proprs., letters-on-hire of vehicles of all kinds, etc. Directors: S. H. E. Smith, F. Parkinson. Reg. office: 6, Market Place, Brigg, Lincs.

Carshalton Motors, Ltd.—Private co., reg. Feb. 14. Cap., £500. Directors: Mrs. M. R. D'Marco, Mrs. A. E. D'Marco. Reg. office: North End Chambers, 78, North End, Croydon.

B.M.T.A. Stop List

Following alterations have been made to the British Motor Trade Association Stop List during the week ended Feb. 17th, 1951:—

DELETIONS

Clapshaw Motor Co. (propr.: Alexander Stern), 77, York Rd., London, S.E.1.

Earls Hall Motors (C. W. Petersen), 10, Earls Hall Parade, Prince Ave., Southend-on-Sea. See also under **C. W. Petersen**, London and Essex.

Harrison, B. W., 3, Rawlins Row, Kenilworth, Warwicks.

ADDITIONS

Overland Motors (London), Ltd. (Director: Florence D. Marshall; Sec., W. C. Marshall), 14-18, Queen Victoria St., London, E.C.4; and 47, Fitzroy St., London, W.1. See also under **William Charles Marshall** and **Charles Peter Brady** under Surrey.

Ward & Son, John, Greenview Garage, 151, Causewayside St., Glasgow; and 1509, Tollcross Rd., Glasgow.

READERS' GUIDE TO ADVERTISERS

A.C.-Sphinx Spark Plug Co. ..... Supp. i
Aerograph, Ltd. 1469
Aldridges 1516
Armstrong Patents, Ltd. 1511
Autocar Electrical Co., Ltd. 1468
Automotive Products Co., Ltd. .. Supp. v

B.E.N. Patents, Ltd. 1471
J. Blake and Co., Ltd. 1470
Brown Brothers, Ltd. ..... Supp. vii
Bunar Solvent Co. 1522
Burgess Products, Ltd. 1470

Carmo (1929) Ltd. 1523
Ceag, Ltd. 1466
V. L. Churchill and Co., Ltd. .. Supp. vi
Cleveland Petroleum Co., Ltd. 1485
Cooksey and Walker 1517
Cornhill Insurance Co., Ltd. 1518

B. Dixon-Bate, Ltd. 1528
Dowson and Mason Gas Plant Co. Ltd. 1524
Dunlop Rubber Co., Ltd. 1477

Ferodo, Ltd. 1465
Ford Motor Co., Ltd. 1472

Gandy, Ltd. 1513
John Garrington and Sons, Ltd. .. 1466
Girling, Ltd. ..... Cover iii
Goddard, Davison and Smith, Ltd. .. 1516
Gower and Lee 1518
W. C. Grimes 1517

Hall and Hall, Ltd. 1469
Hamilton Motors (London) Ltd. Supp. iv
Hillier Parker May and Rowden 1516
Home and Overseas Trading Co., Ltd. 1519
Thomas F. Hunt, Ltd. 1518

India Tyre and Rubber Co., Ltd. Supp.ii

John Bull Rubber Co., Ltd. .... Supp. iii
Johnson and Starley, Ltd. 1523

Kingsbourne Products, Ltd. 1522

Lime Street Garages, Ltd. 1524

A. P. Maglen, Ltd. 1521
Motor Union Insurance Co., Ltd. .. Cover i
Motor Vehicle Dismantlers' Assn. .. 1519
Wayne V. Myers, Ltd. (Redex) 1523

Newnhams, Ltd. 1495
Nicholas 1518
Nuffield Products, Ltd. 1487
Nu-Swift, Ltd. 1520

Park Bros., Ltd. 1470
Sir Isaac Pitman and Sons, Ltd. 1521

Rad-Reps, Ltd. 1524
Rapid Motor Services, Ltd. 1520
Rawlplug Paint Co. 1507
Regent Oil Co., Ltd. 1491
Ripaults, Ltd. 1515
Robson and Son 1523

St. Helen's Cable and Rubber Co., Ltd. 1513
St. Luke's Garage 1522
Silencers (Bolton), Ltd. 1520
Simmonds Aerocessories, Ltd. 1499
Simmons and Sons 1518
Skefko Ball Bearing Co., Ltd. .... Cover ii
Skyhi, Ltd. ..... Cover iv
Smiths Motor Accessories, Ltd. (K.L.G.) ..... Supp. viii
Speedwell Oil Co., Ltd. 1521
Gerald Stains, Ltd. 1524
Standard Motor Co., Ltd. 1481
Standard Valves, Ltd. 1468

F. Taylor and Sons (Manchester) Ltd. 1467
Temple Fortune Garage 1519
Trico-Folberth, Ltd. 1520
Triumph Spares 1524
Truepoint Motor Accessories, Ltd. .. 1466
Tungstone Products, Ltd. 1518

Valay Industries, Ltd. 1468

Watney Motor Accessories, Ltd. 1468
Wellgale Electrical Co. 1524
Wrigley Motors, Ltd. 1524

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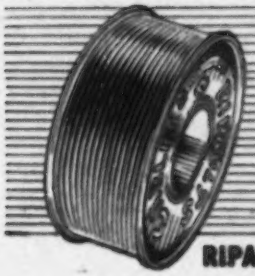

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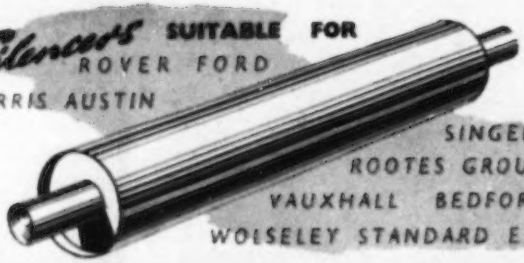

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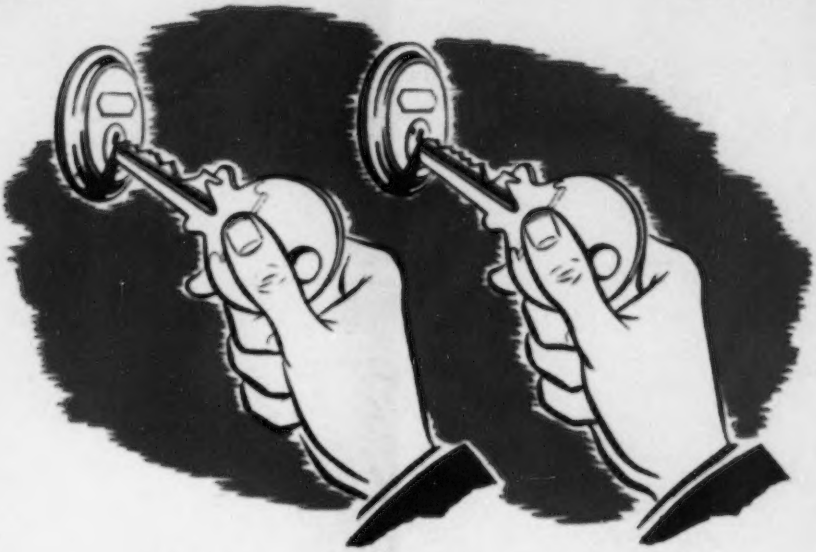

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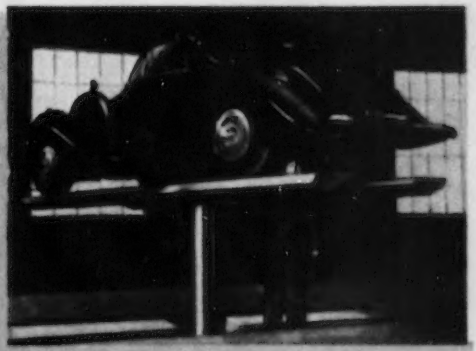

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